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## Stockman Resigns As Budget Director, Takes Wall Street Job

WASHINGTON — David A. Stockman is resigning after more than four years as director of the Office of Management and Budget to join the New York investment banking firm of Salomon Brothers, the White House announced Tuesday.

A spokesman, Larry Speakes, said Mr. Stockman's resignation would take effect Aug. 1.

The OMB, among other duties, prepares the administration's budget requests, and Mr. Stockman came to symbolize the administration's quest to scale back the size of the federal government.

"David Stockman has served with dedication and distinction," President Ronald Reagan said in a statement. "His tireless effort to bring fiscal discipline to the federal government and ensure economic stability for the country are deeply appreciated."

In New York, John H. Gutfreund, chairman and chief executive officer of Salomon Brothers, said Mr. Stockman would join the firm Nov. 1 as a managing director

## 7 Blacks Killed in S. Africa

### Police Fire On Rioters as Unrest Spreads

By Alan Cowell  
New York Times Service

KWATHEMA, South Africa — At least seven blacks were shot to death by police early Tuesday in this black township near Johannesburg.

Police and residents of Kwathema township gave differing accounts of the circumstances surrounding the killings, which were followed by more shooting later in the day at a funeral for four men killed last month.

The violence was evidence that 10 months after unrest took root in South Africa's black townships, black revolt is now focused on different targets — the perceived emblems of white authority, rather than the disaffection over rents and educational standards that first fueled dissent last year. Since September 1984, more than 400 blacks have been killed in unrest.

Police said they opened fire with shotguns and pistols in Kwathema and killed five persons early Tuesday morning after a group of blacks threw firebombs at the home of a policeman in the township.

Two other persons were killed in a separate incident when police dispersed rioters, a police spokesman said.

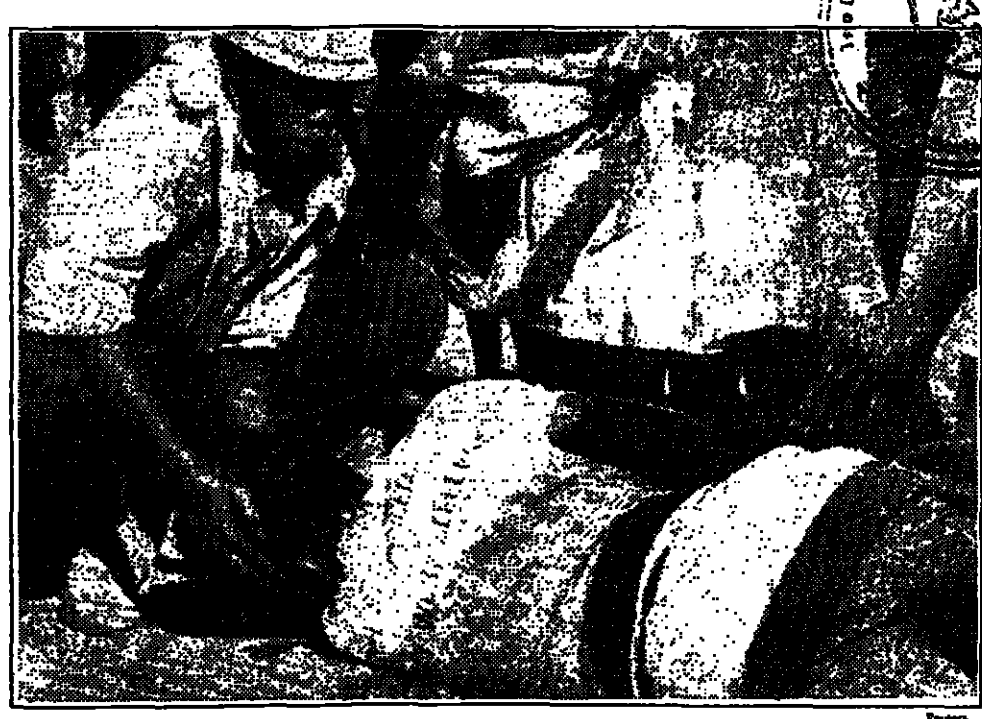
Residents of the township told black reporters, however, that the killing began when police lobbed tear-gas canisters into a cinema where a vigil was being held for persons who were to be buried later in the day.

As those holding the vigil fled the cinema, residents were quoted as saying the police opened fire on them and six were killed. Black reporters who visited the cinema said they saw bloodstains on the floor and bullet marks on the walls.

Police said, however, that there had been no vigil in the cinema. A spokesman said blacks who firebombed a policeman's house had fled there after police intervened.

Hundreds of people attended the funeral in Kwathema on Tuesday as scores of police and army units in armored vehicles stood by the entrance to the area.

A vehicle belonging to the South African Broadcasting Corp., the state-run radio and television company, was burned.



Residents of Kwathema township in South Africa helped a man injured in rioting Tuesday.

## U.S. Says Soviet Might Accept SDI Research

By Leslie H. Gelb  
New York Times Service

WASHINGTON — Soviet negotiators in Geneva have indicated for the first time that they would be willing to accept an arms treaty allowing research on strategic defense, according to high-ranking Reagan administration officials.

Until now, the Soviet Union has insisted on prohibiting all such research. The United States has refused to discuss the possibility of placing any limitations on President Ronald Reagan's Strategic Defense Initiative, a program to develop a space shield against nuclear missiles. The disagreement has been at the core of the deadlock in the arms talks in Geneva.

The administration officials said Monday that members of the Soviet team informally approached U.S. negotiators two weeks ago to say that Moscow was no longer seeking to ban all research, but wanted to draw a line between laboratory and scientific research, which would be allowed, and development and testing, which would be banned.

[The Soviet Union has given no indication of relaxing its opposition to the U.S. research, the State Department said Tuesday, Reuters reported from Washington.]

Robert Smalley, a spokesman for the department, said reports that the negotiators had indicated willingness to accept a treaty allowing such research "appears to be based more on wishful thinking than reality."

[Apart from one early Soviet acknowledgement that a ban on research cannot be verified, there has been no further sign from the Soviets giving effect to this point of view, Mr. Smalley said.]

If the Soviet Union does make a formal proposal along those lines, as has usually been the case after informal discussions, administration officials said it would put new pressure on Mr. Reagan to loosen his position.

The Soviet approach reportedly came at about the same time as Mr. Reagan and Mikhail S. Gorbachev, the Soviet leader, were agreeing to a summit meeting in November.

Two weeks before the two sides also reached significant understandings in Geneva to ban simultaneous testing of air-defense and anti-ballistic missile systems, a longstanding U.S. goal, and to use the Soviet-American hot line to exchange information on nuclear



Felipe González



Mário Soares

## Spain and Portugal See EC Bringing Basic Shift

By Edward Schumacher  
New York Times Service

MADRID — The entry of Spain and Portugal into the European Community is expected by Iberian leaders to change the two nations fundamentally, giving rise to both hopes and concerns.

EC Expansion  
Hope and Division  
Second of two articles

Spanish and Portuguese officials say the driving force in the years of negotiations over their entry was not economics, but rather politics and a yearning to belong to an ideal they call Europe. They see membership as a way of reaching across the Pyrenees to strengthen their young democracies and modernize their societies.

"It means the culmination of a struggle of millions of Spaniards who have identified freedom and democracy with integration into Western Europe," Prime Minister Felipe González of Spain said recently.

"Everything will change," Portugal's prime minister, Mário Soares, said in a separate interview. "Portugal will be a completely different country in five years, and it will be better for all Portuguese."

The treaty admitting the two countries to the European Community was signed in Madrid on June 12. After ratification by Spain, Portugal and the 10 current members, it is to take effect Jan. 1.

The political fallout is already being felt. According to recent polls, the treaty has improved Mr. González's prospects in national elections that are likely to be called in the next 16 months.

Mr. González is hoping it also helped to persuade Spaniards to stay in the North Atlantic Treaty Organization.

Mr. Soares, also a Socialist, has suffered greater problems. The treaty helped him politically, but not enough to stave off divisions in his ruling coalition. Because of the divisions, Parliament will be dissolved after it ratifies the European Community treaty this week, and elections will be held.

But it is the historic significance of the countries' new role in Western Europe that is most powerful in the Iberian mind.

"Without doubt," Mr. González said, "the greatest benefit of Community membership will be the political transition, in the most noble sense, toward ending more than 150 years of isolation."

Mr. Soares was more blunt. "To go forward," he said, "there is no other choice."

Spain and Portugal dominated Europe in the 15th and 16th centuries, when their explorers built empires that circled the globe. But spent by wars and resisting the social movements that swept Europe, they were left behind.

In the democracies that emerged

## 10 Years of U.S. Bilingual Education: Much Bitterness and Little Progress

By Cynthia Gorney  
Washington Post Service

REDWOOD CITY, California — They were a mystery to Barbara Ruel, these exuberant Spanish-speaking children whose faces went empty every time she opened a reader and began to write English vocabulary on the blackboard.

All of the Central American immigrants understood some English, and Ms. Ruel was a veteran reading teacher, but every word she gave them seemed to be gone by the next week.

Then in 1976, intrigued by a controversial idea that was gaining acceptance among a few teachers, Ms. Ruel decided to try something that she was not certain the school administration would allow. Working in secret, she and her Spanish-speaking aide wrote a first-grade reading primer in Spanish.

Ms. Ruel ran the pages off on the school mimeograph while the aide watched to make sure no one was coming. And when she presented her Spanish-speaking first-graders with the small stapled volume, Ms. Ruel said, she had a roomful of voracious readers.

As Ms. Ruel sat in the deserted lunchroom at Hoover Elementary School recently and remembered those children, a glimpse through the open classroom doors nearly revealed the breadth of the change in the decade since she stapled together her primer.

The school district's hard-bound Spanish readers lay in stacks on the bookshelves, alphabet charts in English and Spanish ran the length of the classroom wall, and a bright construction-paper leprechaun



A pupil studies Spanish at an elementary school in California.

books, an Earth sciences text in Laotian, a U.S. history text in Vietnamese, and color and shape charts written in the Filipino dialect Tagalog.

And although the outcry has quieted since the public debates of the early 1980s, the dilemmas of bilingual education have not.

Attorneys and school administrators are grappling with lawsuits seeking to establish, improve or overturn bilingual programs. Some immigrant parents insist on improved bilingual classes, and others demand improved English-only classes. While many bilingual

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TOMORROW

North Korea is a nation centered on one family, that of Kim Il Sung, who took power 40 years ago.

## UN's Decade for Women: In Africa, the Yoke of Pregnancy Prevails

By Blaine Harden  
Washington Post Service

EBULAKAYI, Kenya — As delegates from around the world gather in Nairobi this month to open the United Nations Women's Decade Conference, Dora Ayongwa will be hosing weeds for six hours in a confidant. With her day's pay, 48 cents, she will walk to the village market here and buy the beans and corn that keep her husband and children alive.

As the UN's Decade for Women, launched 10 years ago in Mexico City to foster equality, peace and development, draws to a close, Mrs. Ayongwa is looking for a way not to have another baby. The 23-year-old woman has been pregnant five times in the past five years. Her four children (one baby died) are malnourished. Her husband, Silas, who is out of work, wants another child.

The cost of not getting pregnant — the price of a round-trip bus ticket to a family-planning clinic in Kakamega, 25 miles (40 kilometers) away, where contraceptives are handed out free — is \$2.50. That is the equivalent of more than five days of hosing weeds or a week's food for Mrs. Ayongwa's family. It is an impossible amount to spend on

paraphernalia that make her husband suspicious. After thousands of women from around the world have come to Nairobi for the July 15 conference opening, assessed the progress of womankind and gone home. Mrs. Ayongwa will probably get pregnant again. And the growing family she wishes would stop growing will be hers to support for another decade or two of 15-hour days. Such is the status of the rural African woman, of whom Dora Ayongwa is typical, at the end of the Decade for Women.

To come to Africa to assess the progress of the world's women is akin to going to Beirut to assess the progress of world peace. For African women, to an extent greater than anywhere else in the world, are yoked to a traditional culture that keeps them pregnant and powerless and uses them and their children as draft animals to power the continent's faltering major industry, subsistence farming.

African women lead the world in producing babies. According to UN population figures, the birthrate on the continent is three times higher than in Europe and 2.8 times higher than in North America. Africa's population growth rate of 3 percent, which will double its population of 500 million in only 23 years, is about 50 percent higher than that of the rest of the Third World.

The African women also do between 60 percent and 80 percent of the continent's farm work, a greater proportion than women anywhere else in the world, according to a 1983 "State of the World's Women" report, which was released recently in Nairobi.

In Kenya, a country typical of sub-Saharan Africa in its overwhelming reliance on subsistence farming, a government study says that women do three-quarters of the nation's farm work while men either supervise or go off to cities in search of salaried jobs.

Behind the exploding birthrate and the expanding female workforce in Africa, there is a patchwork of traditional beliefs and practices that combine to deny many African women the right to own property, to obtain education, to prevent unwanted pregnancy and even to enjoy sexual intercourse.

According to a recent survey of anthropological research across Africa, women are brought up to believe that bearing children — and continuing to bear children as long as they are able — should be the justification of their existence.

Infertile or childless women are pitied. Many are thought to have an "evil eye" and are blamed for illness and death in their villages, according to the survey, compiled by John C. Caldwell, an Australian demographer.

About half the women in western Africa are in polygamous marriages. In eastern Africa the proportion is somewhat lower. It is 30 percent in Kenya.

It is no accident that the UN Women's Conference is being held in Africa. The conference hopes to draw attention to pervasive sexual inequality on the continent. During a meeting of nongovernmental organizations, held in Nairobi before the UN conference, scores of seminars and workshops are scheduled to explain and discuss the problems of African women.

But in a world gathering expected to be dominated by polemics over global political issues, such as the so-called New International Economic Order seeking better trade terms for developing nations, apartheid in South Africa, the independence of South-West Africa, also called Namibia, and the creation of a Palestinian state, the subjugation of rural African women is likely to be upstaged.

The imperious reign of African men, the work-

(Continued on Page 2, Col. 6)



# Report to Pope Criticizes SDI; Disclosure Embarrasses Vatican

By E. J. Dionne Jr.  
New York Times Service

ROME — A Vatican study group has produced a report critical of President Ronald Reagan's Strategic Defense Initiative. But the Vatican said the report is still under study and Pope John Paul II has so far sought to avoid taking a firm public stand on the question.

The report is from the Pontifical Academy of Sciences, which was asked by John Paul to study the question of arms in space. Some elements of the report were leaked to a Catholic news agency here last weekend, to the embarrassment of the Vatican.

The issue has been sensitive for the Vatican and the pope because it involves a clash between two sets of ideas that are often central to John Paul's message: Peace and disarmament on the one hand and firm

opposition to communism and the Soviet Union on the other.

Western diplomats and Vatican officials said that the pontiff has not wanted to take a firm stand on the proposal, since he would prefer to avoid a controversy that is at the center of East-West arms talks.

In particular, Western diplomats believe that the pope does not want to come out against the missile system if this might be interpreted as being a pro-Soviet stance, or could be used by the Soviet Union in its rhetorical jousting with the United States.

"On the other hand, he can't exactly plump for a U.S. program, either," a Western diplomat here said.

The Vatican's stand on space weapons has been a matter of intense lobbying by both the United States and the Soviet Union.

Throughout this year, the pope has received a series of high-level American delegations whose tasks have included an explanation of the U.S. government's position on space weapons.

In February, Andrei A. Gromyko, who was then the Soviet Union's foreign minister, met with the pope and reportedly urged him to oppose the space defense plan.

The Pontifical Academy's re-

port, elements of which were confirmed by Vatican officials and diplomats, concludes that the space weapons system could take 10 to 15 years to complete, that it could not be 100 percent effective against incoming missiles and that it would be exceedingly expensive.

The study also reportedly concludes that it could exacerbate the arms race and lead to the produc-

tion of "super missiles" that could penetrate such a shield.

The Pontifical Academy advises the pope on scientific matters and was charged by John Paul with examining the space defense question.

The group of 27 scientists included consultants from the United States, the Soviet Union and eight other countries.

When word of the report first

spread on Saturday, a Vatican spokesman issued a statement that said: "The Pontifical Academy of Sciences has examined this problem, which is still under study."

While declining to confirm any details in the report, the spokesman emphasized Monday that the report represented the opinion of the scientists involved and that the pope was still considering the issue.

## WORLD BRIEFS

### Castro Calls Reagan 'Terrorist,' 'Liar'

HAVANA (Reuters) — President Fidel Castro retorted Tuesday to President Ronald Reagan's accusation that Cuba was aiding international terrorism by calling Mr. Reagan "a liar" and "the worst terrorist in the history of mankind."

In a speech Monday, Mr. Reagan said those three countries, as well as Iran and North Korea, comprised a confederation "engaged in acts of war against the government and people of the United States."

Mr. Castro said of Mr. Reagan: "He is the biggest liar of all the American presidents." He called Mr. Reagan "a madman, an imbecile and a bum."

### Signals From Air-India Hulk Are Lost

CORK, Ireland (UPI) — Recovery experts said Tuesday that they had lost a homing signal from the flight recorder of an Air-India jet that crashed in the Atlantic on June 23, killing 329 people.

The first signals from the "black box," which is believed to be in the tail section of the Boeing 747, 6,500 feet (2,000 meters) below the surface, were picked up last week by a robot submarine. The searchers said the signals had been growing weaker over the last few days.

Investigators were hopeful that the signals could be picked up again by the more sensitive equipment aboard the John Cabot, a Canadian Coast Guard vessel equipped with sophisticated sonar equipment, which joined the search Tuesday.

### 18 Countries Sign Acid Rain Accord

HELSINKI (AP) — Representatives of 18 European countries and Canada committed themselves Tuesday to a 30 percent reduction within eight years of sulphur dioxide emissions — a chief cause of the acid rain blamed for ruining forests, killing aquatic life and eroding buildings and monuments.

The United States, Britain and Poland, officially listed among the biggest air polluters, abstained from signing at the meeting of the UN Economic Commission for Europe. The U.S. and British delegates said they had already substantially reduced emissions and that further reductions would be immensely expensive.

Statistics based on 1980 figures list the United States as the world's second-biggest source of sulphur dioxide emissions at 24.1 million tons annually. Only the Soviet Union, which signed the agreement on Tuesday, emits more: 25 million tons.

### Agca and Accused Turk Meet at Trial

ROME (AP) — Mehmet Ali Agca and a Turk charged with helping him shoot Pope John Paul II were brought face to face Tuesday for a courtroom confrontation over differences in their testimony.

Musa Serdar Celebi was brought out of his defendant's cage and put in a chair next to Mr. Agca. Mr. Celebi, 33, is charged with providing support to Mr. Agca, 27, and with splitting \$1.2 million with him and another Turk, Oral Celik.

The prosecutor, Antonio Marini, asked Mr. Agca to confirm to Mr. Celebi's face earlier testimony about two meetings he had with him to plan the shooting. Mr. Agca testified that both meetings were for planning the attack. Mr. Celebi said he did meet with Mr. Agca but insisted that the encounters were casual.

### Turkish Tanker Hit by Iraqi Missile

MANAMA, Bahrain (AP) — A Turkish-registered supertanker carrying 380,000 tons of crude oil from Iran was ablaze and spilling oil into the Gulf on Tuesday after it was struck by an Iraqi missile, shipping sources said. It was the largest ship damaged in the Iran-Iraq war. Iraq confirmed the attack.

The 33 members of the crew of the M. Vatan abandoned ship unharmed after the vessel radioed a distress signal early in the morning, the sources said. Hours later, the fire was out of control and the tanker was reported to be in danger of exploding.

Shipping executives in Bahrain, Dubai, Kuwait and Saudi Arabia said the incident was "the worst of its kind" since Iran and Iraq began attacking Gulf shipping in 1984.

### Israelis Strike Over Austerity Plan

JERUSALEM (WP) — Industrial strikes and a three-hour walkout by Jewish servants disrupted the Israeli economy Tuesday as leaders of the government and labor unions continued negotiations on an economic austerity program.

The strikes, by electrical and telephone workers as well as seamen on ships in port, were the first since the Histadrut, the trade union federation, called a 24-hour general strike last week to protest the new economic measures, which include price increases and wage freezes.

Many national and local government offices closed at 10 A.M. for three hours to protest plans for dismissal of 10,000 employees. There were signs that the labor unrest could grow more serious in coming days as officials of several other unions met to consider strikes.

### For the Record

Deputy Prime Minister Yao Yilin of China arrived Tuesday in Moscow on an eight-day visit to the Soviet Union, during which he is expected to sign a 1986-1990 trade pact and discuss expanding relations. (AP)

King Hussein of Jordan and King Fahd of Saudi Arabia held talks Tuesday in Taef, Saudi Arabia, on Middle East peace efforts, the Gulf war and efforts to convene an Arab summit conference. (UPI)

New floods in Bangladesh have marooned more than 100,000 people and three major rivers have burst their banks, officials said Tuesday. Ten people were killed in a landslide caused by the rain. (Reuters)

Lewis F. Powell Jr., 77, a U.S. Supreme Court justice, underwent "highly successful" hernia surgery at a Minnesota hospital on Monday. (AP)

Joe M. Rodgers, 51, a Tennessee construction magnate, has been nominated as the next U.S. ambassador to France. President Ronald Reagan announced Tuesday, and Thomas Michael Tolver Niles, 46, a career diplomat, has been nominated as ambassador to Saudi Arabia. (UPI)

Suspected Basque separatists shot and killed two civil guards Tuesday in San Sebastian, Spain, police said. (AP)

Assimato Fasiani, 77, a former Christian Democratic prime minister, was elected president of the Italian Senate on Tuesday. He replaces Francesco Cossiga, who was elected president of the republic last month. (AP)

## U.S. Sees Soviet Shift on SDI

(Continued from Page 1)

activities cited by the Soviet side to be banned were not "tests" but "demonstrations of physical principles," the officials said.

The officials acknowledged, however, that the American delegates offered no definitions to distinguish between "tests" and "demonstrations."

Two high-ranking administration officials said that if and when the bargaining on these issues became serious, the distinction between tests and demonstrations would turn on the differences the U.S. draws between a component and a subcomponent of an anti-ballistic missile system.

As the U.S. administration officials see it, Moscow is unwilling to accept the distinction between components and subcomponents, and therefore seeks to ban any testing that would contribute to developing a prototype of a new anti-ballistic missile defense system.

"But this is only our inference of the Soviet position," a high admin-

istration official said. "They haven't spelled it out on their own, and our delegates are not empowered to show any flexibility on the president's Strategic Defense Initiative in order to get them to spell it out further."

■ Shevardnadze Blames U.S. MOSCOW — Foreign Minister Eduard A. Shevardnadze of the Soviet Union issued a statement Monday blaming world tension on "U.S. imperialism." United Press International reported from Moscow.

The statement, issued jointly with a visiting foreign minister, Peter Varkonyi of Hungary, charged that Washington was "aggravating confrontation in all planes."

The statement, the first since Mr. Shevardnadze was promoted to foreign minister July 1, reiterated Soviet condemnations of U.S. Strategic Defense Initiative research and U.S. policy in Central America, the Middle East, and southern Africa.

And one major goal has clearly not been achieved. Ten years ago, the high-school dropout rate for Hispanics was far higher than those for white students, and federal officials argued that it would fall because students who learned at least part-time in their native language would gain academically and in self-esteem. But the Hispanic high school dropout rate appears to be as high as ever, just under 40 percent.

In some ways, the story of bilingual education in the United States starts with Kinney Kimmon Lau. He was 6 years old, the son of an immigrant carpenter in San Francisco's Chinatown who grew up speaking Cantonese. In 1970, a young lawyer happened to find Kinney "linguishing," as the lawyer puts it, in a first-grade class that treated him like any other San Francisco first-grader. The class was all in English.

"Sink or swim" is the bilingual teachers' nickname for classes in which students either master English in the traditional manner or they pass beneath the waves.

In Lau vs. Nichols, the Supreme Court ruled for the first time that

"sink or swim" violated the Civil Rights Act, which prohibits discrimination by racial or national origin in any program receiving federal financial help.

"There is no equality of treatment merely by providing students with the same facilities, textbooks, teachers, and curriculum for students who do not understand English are effectively foreclosed from any meaningful education," Justice William O. Douglas wrote in January 1974.

The court did not mandate bilingual education; it simply mandated that students receive some special help. But when the Department of Health, Education and Welfare's Office of Education convened a panel to draw up guidelines for federal enforcement of the Lau ruling, the panel members in 1975 decided that the government's preferred approach was dual-language teaching in the schools.

Teachers under this approach find their task complicated and demanding. At Hoover Elementary, Patty Swanson leads different reading groups, one in English, one in Spanish and two that recently switched from Spanish to English and are working through lower-level books.

She assigns and writes compositions in whatever language the student is currently reading. She teaches English as a second language every morning, sends the class out to a special bilingual sci-

ence workshop, sprinkles Spanish into her arithmetic lessons when the children seem to have trouble understanding, and works in English teaching between morning sessions with children who need the ideas explained in Spanish.

"You just sort of look at your class and feel it out," Ms. Swanson said.

She is part of a new generation of Redwood City teachers, women and men hired under a 1981 board resolution to accept only teachers trained to work in two languages. School districts across the country reacted in many ways to the bilingual mandates forced on them by federal guidelines and state laws.

Some ignored them, some turned over the responsibility to bilingual but otherwise ill-qualified teaching aides, and some, like Redwood City, scrambled to hire the few bilingual teachers who were emerging with at least some theoretical training in dual-language teaching.

On paper, two years after the full complement of bilingual teachers finally settled in at Hoover, there is not a great deal to show for their efforts. Scores on achievement tests are mixed, with some showing slight improvement and some showing none.

And there is little enthusiasm at the two junior high schools that take Hoover students. A dozen teachers, interviewed at random, said either that they could see no difference between the bilingual-

class children and children taught in traditional classes, or that they believed the bilingual classes were keeping some students from learning English.

Ms. Swanson and Ms. Ruel countered that test scores are low because in many cases students in bilingual programs entered school late, and are being compared with children who have enjoyed middle-class advantages.

But the complaints illustrate the strong resistance to bilingual education among many educators and parents.

"I don't think people realized" how controversial the government's 1975 decision would be, said Edward de Avila, an Oakland-based educational consultant who helped prepare the government guidelines. "I know I didn't."

The controversy takes many forms. In Oakland, California, this March, a state judge ordered the city's schools into compliance with the state guidelines that require a bilingual class if an elementary school has one grade with at least 10 limited-English students from a particular language group.

At Franklin Elementary School, which sits amid inexpensive rental housing that attracts new immigrants, 14 languages are spoken in the course of a normal school day. According to state regulations, the school was supposed to offer bilingual classes in Cantonese, Spanish, Vietnamese, Laotian, the Cambodian language Khmer and the Ethiopian language Tigrinya.

"Now that we're in compliance, it's just as ridiculous as when we were out of compliance," said Michael Phillips, who teaches his combined fourth- and fifth-grade class in both English and Vietnamese. "So all my English-speaking kids have to sit there and wait while I'm translating for the Vietnamese. Now who's being served there?"

This complaint is frequently echoed by parents. In Fillmore, a heavily Hispanic southern California farming community where the expansion of bilingual classes set off a protest this spring, English-speaking parents say their children waste time in a class taught partly in another language.

Bilingual advocates say that many schools do not conduct dual-language classes properly. They also say that because some states do not require bilingual education and some schools ignore their own state requirements, more than three-quarters of the children in the United States with limited English skills in the United States are receiving no dual-language instruction at all.

"What's going on in 90 percent of the classrooms in this country is a joke in respect to what bilingual education ought to be," said Duane Campbell, a Spanish-English bilingual teacher who works in the bilingual teacher training program at California State University at Sacramento.

The national shortage of qualified teachers has for some years been one of bilingual education's major problems.

And the proceedings inside the dual-language class are only as effective as the teacher who runs it. In visits this spring to more than 20 bilingual classrooms, a reporter watched a bilingual teacher review long division in English scarcely intelligible through his Spanish accent, and another teacher who spoke no Spanish and left all the Spanish business to an aide she clearly distrusted: "I don't even think she's graduated from high school," the teacher confided.

### In Africa, the Yoke of Pregnancy Prevails

(Continued from Page 1)

to a woman) is 8.0. Both figures are the highest in recorded history. Half the country's 19 million people are under 14 years of age. In 45 years Kenya's population will exceed 130 million.

Recent studies by the World Bank, the U.S. Agency for International Development and the UN Children's Fund, as well as interviews with local family planning officials and women's leaders, suggest that the high birthrate in Kenya is a consequence of the low status of women and of a male preoccupation with proving virility through fathering children.

For men, as well as women, to have no children in this village is to have no identity. As anthropologists have noted across much of Africa, to continue to have children is seen as a symbol of goodness and moral rectitude.

"If you haven't got children," said Chrispus Ashioya, who grew up in the village and now lives in

### For the Record

Nairobi, "you are nothing in my village. You cannot be recognized as a responsible person."

Women, who usually do not inherit property, create long-term security by creating children, who one day can take care of them. Deprived of job opportunities and averaging about half the formal education of men, a Kenyan woman's one major route to respectability is to be a fecund mother, according to several studies.

In Ebulakayi over the past 20 years, the average number of children per family has nearly doubled, according to Phoeleah Epiche, 48. She is a schoolteacher and a founder of a local women's group. She is also the village's foremost advocate of family planning, despite her 11 children.

The catch for Kenyan women is that they, not their husbands, end up caring for and supporting the burgeoning number of babies. Making matters worse, according to a just-published UNICEF report on Kenyan women, the modernization of rural villages, with extension officers and medical personnel demanding better sanitation in food preparation and child care, has actually increased the workload of rural mothers.

In Ebulakayi, Mrs. Epiche says many young mothers are rebelling against their growing workload and do not want any more children.

An AID-funded survey last year found that 40 percent of Kenyan women aged 15 to 49 did not want any more children. This was a 10

### For the Record

percent increase over a similar survey in 1978.

"What you must understand about the African man is that he must continue to father children to prove that he is still on the go, that he is still potent, that he can do it," said a Kenya-born, American-educated professor of economics at the University of Nairobi. "Making a woman pregnant is his way of showing mastery."

Dora Ayonga wakes up at dawn in the bed she shares with her four children in the family's grass-roofed hut.

If there is commotion left over from the previous day, she builds a fire in a smoke-stained corner of the hut and cooks porridge for her children and her husband. By 1 A.M., if she can find the work, she is out hoeing weeds for a neighbor.

Her husband, 28, who is looking for work, waits at home (his mother taking care of the children) until about 1:30 P.M. when Mrs. Ayonga comes home with the corn and beans that her hoeing has earned. She fetches the firewood and water needed to cook lunch, feeds him and the children and cleans up. For the rest of the afternoon, she combs the village for greens or other vegetables for dinner, which she cooks and serves before dark.

Before Mrs. Ayonga goes to sleep in the bed with her children, she washes the one dress she owns and hangs it to dry above the fire where at dawn she will cook more porridge.

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# Bush in Europe: Speaking for Reagan, Planning for Himself

By Leslie H. Gelb  
New York Times Service

WASHINGTON — It took a traveling party of 120, four aircraft and seven advance groups working with scores of embassy officials to plan a virtually minute-by-minute schedule to get Vice President George Bush around seven West European countries from June 23 to July 4.

The anatomy of the trip, how it was conceived and carried out, tells a lot about George Bush the man, his possible strategy in seeking the presidency, and not incidentally, how the government works.

His entourage was small, potatoes compared with the party of 600 officials and 600 journalists that President Ronald Reagan took with him to Europe two months ago for the economic summit conference in Bonn. But it was, nonetheless, a major undertaking for which Bush aides said there was no

way of knowing the cost, given the number of embassy and military personnel involved in the trip.

There was little of judging the results either. From interviews with West European officials at each stop, it seems they all liked Mr. Bush, were pleased that he was meeting with their bosses, but they were somewhat perplexed at the necessity for the conversations so soon after the Bonn meeting and skeptical about how candid the high-level exchanges actually were.

The Bush party was not unaware of these reactions. Yet they were dubious that diplomats by themselves would accomplish Mr. Reagan's goals. They also had their own agenda and Mr. Bush's wishes in mind, with maximum attention to substantive detail and minimum intention of making news.

It was no accident that Mr. Bush's statement in Frankfurt, greeting the hijacked TWA passen-

gers returning from Beirut, took only three minutes to read and that he then moved quickly out of camera sight.

An aide explained: "He did not want to steal the limelight from the hostesses or from President Reagan's role in freeing them."

The vice president's trip was conceived with politics in mind in the broadest sense of the word. It was Mr. Bush running for the presidency not by trying to snatch a headline, but by doing Mr. Reagan's work: pushing the Reagan programs and policies and doing what a statesman is supposed to do, advance the interests of the United States.

Last February, before Mr. Bush or his staff knew what might make news or what foreign policy might be served, Bush aides began planning the trip. Their thinking was that 1985 would be the year for foreign travel and for state-

ship, and that 1986 would be the year for helping Republicans run for Congress and state offices.

As originally scheduled, Mr. Bush was to go to Europe, perhaps China where he once served as ambassador, and one other area. Then in early May, it was agreed that Western Europe would come first, as a follow-up to the Bonn conference.

At this point, the vast machinery of government went into operation. Secret Service plus embassy personnel in Rome, Bonn, Brussels, The Hague, Geneva, Paris and London began to sketch out each day's meetings with planners from the Bush staff.

Mr. Bush would need Air Force Two, a backup aircraft and two cargo planes for his staff of 20, plus a handful of journalists, Secret Service guardians and communications specialists.

Then, about 10 days before de-

parture, advance teams of four or five people were sent to each stop to design in detail the daily schedule.

By the time Mr. Bush arrived at each city, he had a minute-by-minute schedule waiting for him.

In London, for example, the booklet read: "At 11:25 A.M., the vice president arrives at the entrance of No. 10 Downing Street. The Prime Minister will greet the vice president at the front door." Then, a private meeting for 20 minutes, then joined by others at 12:40 P.M., then lunch concludes at 2:50 P.M., and so forth.

Meanwhile, Mr. Bush and his staff were trying to figure out what the trip was all about precisely, whom he should talk to and about what.

"Many on the staff thought the trip was no good politically or at least would not be helpful," said one aide. But, he said, Mr. Reagan and his senior foreign policy advisers argued that important things could be accomplished after the Bonn meeting.

The list of subjects for discussion was winnowed down to the space-based defense proposal and trade. At the last moment, the hostage crisis unfolded and Mr. Reagan asked Mr. Bush to undertake a long-range study on combating terrorism. As a result, terrorism got central billing.

On missile defense, the White House was concerned that foreign leaders, hearing conflicting voices from the Pentagon and State Department, would be confused about Mr. Reagan's real purpose. Mr. Bush could tell them that the United States simply wanted a space defense research program, that everything was flexible and that Europeans could join in planning and research.

On trade, the message was to get on with a new round of free trade talks or face the prospect of a tough American response to European protectionism.

On terrorism, the emphasis would be on coordinating laws and police work, as the Europeans desired, not on military force, as they feared.

Thus Mr. Bush's purposes for the trip were to make these points and "to listen and to learn" from foreign presidents, prime ministers and foreign ministers.



Vice President George Bush

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(Continued From Back Page)

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## Spain, France Sign Pact to Increase Cooperation

Agence France-Press

PARIS — Spain and France signed a "friendship and cooperation" agreement Tuesday, scheduling annual meetings between their heads of government and increasing contact on military questions and fighting terrorism.

The agreement, the culmination of long negotiations between the two countries' Socialist governments, resembles a 1963 treaty under which the leaders of West Germany and France held regular meetings with Britain and Italy.

It was signed by the foreign ministers of Spain, Francisco Ferraz, and France, Laurent Fabius, after they had met in Paris.

France, Roland Dumas. The ceremony at the presidential palace was attended by King Juan Carlos I of Spain, who arrived Monday, and Prime Minister Laurent Fabius.

Under the agreement, the French president and the Spanish prime minister will meet once a year. Foreign ministers from both countries will meet annually to review diplomatic questions, and their efforts will be supported by working groups, consisting of senior civil servants, that will convene every six months.

The two countries will maintain "frequent contacts to develop and intensify" moves to combat terrorism, drug smuggling and other forms of cross-border crime, the agreement said.

On military matters, it said France and Spain will set up a joint group for strategic studies, composed of Foreign Ministry and Defense Ministry officials, and the defense ministers will meet once a year. Cooperation in weapons production will also be strengthened.

In recent years, bilateral relations have been hurt by disputes over Spanish fishing in French waters, and over dealing with violence in the Basque region straddling the border.

Mr. Ferraz said of the agreement: "Spain and France were neighboring countries, but distant — they are now neighbors and brothers."

Spain, and Portugal, completed negotiations last month to become members of the European Community in January.

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He said Mr. González called off his trip to Cuba, Peru and Ecuador, scheduled for July 19, to prepare for a debate in the parliament on the reshuffle and work on next year's budget, which has to be completed this month.

## Ulster Police Say Noraid May Disrupt Parades

United Press International

BELFAST — Members of Noraid, a U.S. group suspected of raising funds for the Irish Republican Army, have arrived in Ireland and may try to disrupt Protestant parades in Northern Ireland, police said Tuesday.

A Belfast police spokesman warned that both extremist Catholic and Protestant groups would try to create "mayhem" during massive parades planned by 100,000 Protestants across Northern Ireland on Friday.

"It is known that there is a group from Noraid that came to Ireland, but we don't know their exact number," he said. "It is not known if they are in Northern Ireland, but one would anticipate if there was any movement they would not come through as a party as such but as individuals."

Sinn Féin, the political wing of the outlawed IRA, denied there were any members of Noraid, whose full name is the Irish Northern Aid Committee, in the province.

U.S. and British officials have accused Noraid of raising money for the IRA, but Noraid spokesmen countered that the money goes to help the families of imprisoned Irish nationalists.

A Noraid official, Martin Galvin, who is banned from entering

Northern Ireland, entered the province illegally last year. When police tried to arrest him during a July 1984 parade, he was shot and killed by a rubber bullet fired by police.

Police have forbidden Protestants to march in Catholic areas in the province. Sixty percent of its 1.5-million people are Protestant.

On Sunday, police made an exception to the ban and allowed about 5,000 Protestants — clad in

bowler hats and orange sashes — to march across Portadown and through a Catholic housing project.

At least seven persons were injured and three arrested as 300 baton-wielding police dispersed a human chain of Catholic protesters trying to block the march. It was the fourth Loyalist march in two weeks that had resulted in violence.

On Friday, more than 100,000 Protestants plan to march in 26 separate parades marking the victory of William of Orange in the Battle of the Boyne in 1690.

Mr. González canceled on Tuesday a visit to Latin America after the cabinet realignment, a government spokesman said. Reuters reported from Madrid.

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## Spain, Portugal Expect Basic Changes

(Continued From Page 1)

after Portugal's revolution in 1974 and Franco's death in 1975, almost every major economic and political decision in both countries has been tied to the issue of EC membership.

Both countries have moved to streamline their outdated and inefficient national industries to compete once inside the European Community. Spain's program, which means dismissing or retaining employees, is estimated to be costing more than \$5 billion and affecting as many as 50,000 jobs.

Among the results have been violent strikes in shipyards and steel plants that are being closed. The cutbacks helped to provoke a national strike last month.

The economic challenge to come remains daunting. Although Spain will have the European Community's fifth largest gross national product and with 38 million people its fifth most populous country, its per capita annual income is less than \$3,800, compared with an average of more than \$7,100 for the current 10-member European Community. Portugal, with a population of only 10 million and a per capita income of less than \$1,900, will be one of the smallest and poorest EC countries.

The clear consensus among officials and economists, moreover, is that one of the most immediate effects of EC membership will be a rise in inflation and unemployment in both countries.

In Spain, unemployment stands at more than 21 percent, the highest in Western Europe, while inflation is about 9 percent, according to the government. The Portuguese government reports that its unemployment is around 13 percent and inflation more than 20 percent.

The inflation rates are expected to rise by 1 and 6 percentage points because of the introduction of the EC's value-added tax, the setting of minimum farm price levels and the elimination of industrial subsidies.

Some factories are expected to close, adding to unemployment, in the face of a barrage of imports as tariff barriers are eliminated. A trend of European investments to take advantage of cheap Iberian labor is under way and is expected over several years to create many more jobs than are lost. But the precise effect is one of the many uncertainties of the 10-year transition period that has been set for Iberian integration into the European Community.

Industrial tariffs will fall faster than agricultural ones, which will benefit the community's current members. To help, the community has promised to balance Spain's payments to and benefits from the community's budget within six years. It has also agreed to give Portugal more than \$700 million in development loans and \$500 million in agricultural support.

The Portuguese are still particularly worried. Although every parliamentary party backs entry, Communists backs entry, Pedro Ferraz da Costa, head of the Confederation of Portuguese Industries, reflected business concerns when he said, "The Common Market signifies the holocaust and destruction of Portuguese industry."

Industries such as textiles and chemicals have yet to complete a transition from their former roles as suppliers to Portuguese colonies such as Mozambique and Angola, which won independence in the 1970s.

Farmers, meanwhile, are beginning to question the conventional wisdom that they will be better off in the EC. Severino Pinto, a farm engineer and former treaty negotiator, said that despite a good climate and many workers, Portuguese farmers are only one-fifth to one-third as productive as the West European average and they, too, may founder.

And then there is the Portuguese fear of the Spaniards themselves. An agreement between the two countries in May provides for Spanish access to Portuguese markets and to fishing grounds that many Portuguese charge the hard-fighting Spaniards will deplete.

Spanish entry into the Community is more complex. It is more industrialized than Portugal, and under the high tariff walls created by Franco it became largely self-reliant. It also sends more than half its exports to the EC, with which Spain had a trade surplus of \$17.5 million last year.

The treaty expected to hurt such protected Spanish industries as automobiles, though Spanish industrialists say much will depend on the still undecided terms of the community's compensation.

Nearly a half million dairy farmers on Spain's northern coast, meanwhile, are likely to fare poorly in the face of better and cheaper dairy imports. Spain's fruit and vegetable industry is expected to be the big gainer.

Spanish and Portuguese officials have appealed to their businessmen and union leaders to be more competitive with other countries as a basic solution. Mr. González, has been instituting more rigid work hours and loosening laws that protect workers from being dismissed. And both governments, although

And both governments, although And by Socialists, have been cutting back state industries.

"I don't think a little more liberalization, a little more competition would be bad in our country," said Manuel Marín, Spain's secretary of state for European Community affairs.

Portugal's economy minister, Fernando Lopes, said, "Success or failure depends mainly on us."

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Mr. Shultz visiting the refugee center Tuesday in Thailand.

## Shultz Deflects Aid Plea By Cambodian Fighters

By Don Oberdorfer

Washington Post Service

BANGKOK — Secretary of State George P. Shultz received a hero's welcome Tuesday from displaced Cambodians near the Thai-Cambodian border but avoided a clear response to an emotional plea for greater U.S. support in their battle against Vietnamese occupation forces.

Mr. Shultz received the plea in a bamboo-and-thatch hut six miles (10 kilometers) inside Thailand in a camp that serves as administrative headquarters for 55,000 Cambodians driven out of a border camp by Vietnamese attacks Dec. 25.

Thousands of Cambodians lined the paths and roadways of the camp chanting "USA Number One" on cue from cheerleaders and holding signs in English appealing for guns, education and other U.S. aid.

Thon Thon, administrative chief of the camp, known as Evacuation Site 7, appealed to Mr. Shultz to approve \$5 million in proposed aid to the non-Communist Cambodian resistance that is pending in amendments before Congress. Site 7 is organized and led by the Khmer People's National Liberation Front, a non-Communist group headed by former Prime Minister Son Sann.

Mr. Shultz replied that the United States has been and will continue to supply "tangible financial assistance" to the Cambodians but avoided any mention of U.S. military assistance that has been advocated.

In Bangkok, Mr. Shultz endorsed economic and humanitarian support for the Cambodians but again sidestepped the question of military aid. If the \$5 million is provided by Congress, Mr. Shultz added, the funds could be spent to meet "economic needs."

Mr. Shultz said his helicopter tour of the border area, which took place under heavy Thai military security, provided a new dimension of his understanding of the "human tragedy" arising from the Vietnamese occupation of Cambodia.

He said, "You take into your gut what you know in your head" from secondhand reports of existing conditions.

Mr. Shultz's six-hour field trip also included visits to a Thai military post three miles from the Vietnamese border, a nearby village for

Thais driven out of border area homes and a processing camp for Cambodian, Vietnamese and Laotian refugees hoping to emigrate to the United States and other countries.

A total of about 230,000 Cambodians were driven out of border camps and pushed back into Thailand by a Vietnamese military offensive late last year and early in 1985. About 60,000 are organized by the Communist Khmer Rouge faction headed by Pol Pot, according to a U.S. Embassy official, but the rest of the evacuees are led by non-Communist groups.

The Communist Khmer Rouge, which is held responsible for more than two million deaths by execution and starvation during its domination of Cambodia from 1975 to early 1979, led the largest guerrilla force attacking the Vietnamese occupation. The Khmer Rouge, supported mainly by China, has been rhetorically condemned by the United States but continues to be tolerated by Washington as a member of the anti-Vietnamese coalition and supported by Washington as occupant of the Cambodian seat in the United Nations.

China, in addition to supporting the Khmer Rouge, provides about two-thirds of the military support received by the non-Communist insurgent groups led by Son Sann and Prince Norodom Sihanouk, former chief of state of Cambodia, according to a Western diplomat. Thailand and other Asian nations backing the non-Communist resistance have been urging U.S. aid as a means of broadening the support base of those groups and increasing their strength in relation to the Khmer Rouge.

**U.S.-Vietnam Pact Urged**

The six-member Association of Southeast Asian Nations urged Tuesday a normalization of relations between the United States and Vietnam, saying the move was crucial in settling the Cambodian conflict, United Press International reported from Kuala Lumpur, Malaysia. The association also proposed indirect peace talks between Hanoi and an alliance of the three major resistance groups.

**Sihanouk Sees Loss of Fight**

Prince Sihanouk predicted Tuesday that his homeland would become "a province of Vietnam" in 10 to 20 years, United Press International reported from Beijing.

## U.S. Explains Its Shunned Beirut Boycott

By Bernard Gwertzman

New York Times Service

WASHINGTON — The Reagan administration, in an effort to head off a possible Arab boycott of U.S. airlines and ships, has said that its plan to isolate Beirut airport was not meant to punish Lebanon.

The U.S. plan to isolate the airport was announced a week ago following the hijacking of a Trans World Airways plane and the ensuing hostage crisis in Beirut.

Washington's plan included a ban on Lebanese planes landing at U.S. airports and a prohibition on U.S. airlines landing in Beirut. Both of these remain in effect.

The United States also urged other countries to bar Lebanese planes, and it sought an international agreement to deny landing rights to any country that allowed Lebanese planes to land.

But the United States went out of its way Monday to say that its plan was not aimed at Lebanon or at its national carrier, Middle East Airlines. Rather, the United States said, it was intended to ensure greater security at Beirut International Airport.

Larry Speakes, the White House spokesman, said:

"It should be clearly understood that the objective in bringing the problem of Beirut airport to the attention of the international community is not to punish Lebanon or Middle East Airlines. It is, rather, an urgent appeal to all who have a stake in the safety of international civil aviation to find an effective way to deal with a severe and persistent security problem at Beirut airport."

The new language on the Beirut sanctions was presented because of negative reaction both from Western allies, which have refused to join the U.S. sanctions, and from friendly Arab countries, which have talked of a countermove to boycott U.S. planes and ships.

"It is a typical Middle East snafu," an official said. "Instead of getting everyone to crack down on the terrorists, the Arabs are blaming us for the trouble."

To deal with this criticism, the United States recalled that there had been six recent hijackings involving Beirut airport, of which

five were of non-U.S. airliners, including some Arab planes.

"Beirut airport is not a problem just for the United States," said the Reagan administration. "It is a problem for the rest of the world. The Beirut airport problem is unique in that nowhere else have air pirates enjoyed such a permissive attitude, allowing them to come and go and get reinforcements as they wish."

U.S. officials seemed embarrassed by the lack of support for the boycott plan. No Western leader except Prime Minister Margaret Thatcher of Britain has endorsed it, and she qualified her action by saying that Britain would not move before consulting its European allies.

A State Department official said of the allies: "They are discussing it among themselves, and maybe we will get some support."

But he acknowledged that France, Switzerland and Austria had already told Lebanon that they would not join the U.S. plan. The Europeans view the Middle East as an important market and do not want to cause problems for themselves, the official said.

Another official said that the United States was sensitive to European reluctance to go along with the plan and would not try to compel their participation.

"There is no intention to allow the Beirut crisis to be transformed into an allied crisis," he said.

The decision to isolate Beirut airport was hurriedly made and announced on July 1 at the reported insistence of White House officials who wanted to show that the United States was doing something in the aftermath of the hostage crisis.

The Lebanese government, which appeared paralyzed during the hostage crisis because it did not control Beirut airport, appears to have been stirred into action by the U.S. moves. It instituted new security measures and called on other Arab countries to oppose the U.S. sanctions.

**Syria Called Hostage Key**

A senior Lebanese official said Tuesday that Syria was in a position to find and obtain the immediate release of 13 foreigners abducted in Lebanon, but was holding

back until "the right moment," according to a Reuters dispatch from Beirut.

Any attempt to force the abductors to free the hostages "might require far more involvement" than the Syrians believe appropriate at present, the Lebanese added.

Briefing foreign reporters on the condition that his name not be used, the official said that he believed Syria was ensuring that the abductors did not harm their victims — seven Americans, four French citizens, a Briton and an Iranian. Some of them have been held as long as 15 months.

It was the first time a senior Lebanese government figure had spoken of the fate of the victims, most of whose abductions have been claimed in the name of the Islamic Jihad, a pro-Iranian, anti-Western group.

In Damascus, Lebanese Moslem

leaders announced plans, after talks mediated by Syria, to tighten security at Beirut airport. They called for all private militia forces to be disbanded and hand over their weapons to the Lebanese Army.

Prime Minister Rashid Karami said after the 11-hour meeting, involving Sunni, Shiite and Druze leaders, that a plan had been agreed upon for a nationwide plan to "restore law and order, collect all weapons and dissolve all organizations possessing weapons."

In another development Tuesday, a Romanian airliner became the first foreign airliner to land in Lebanon since the U.S. effort to close Beirut airport.

Lebanese Foreign Ministry and Romanian Embassy officials greeted the 55 passengers and crew members of the Tarom plane as they came down the ramp, airport sources said.

## North Korea Is Reported to Increase Troops in Angola Under Secret Accord

The Associated Press

KINSHASA, Zaire — More than 3,000 North Korean regular troops and 1,000 military advisers are now stationed in Angola, Western military experts said Tuesday.

The experts, staff members of Western embassies in Kinshasa, declined to be identified. They said that there had been a steady increase in the number of North Korean soldiers in Angola following the conclusion of a still secret agreement between the two governments two years ago.

For several years, about 25,000 Cuban troops have helped the An-

golan government fight Jonas Savimbi's National Union for the Total Independence of Angola, known as UNITA. The informants did not indicate whether the North Koreans were also in action against UNITA.

They said that the North Koreans were stationed in special camps north of the Angolan capital of Luanda, where the advisers were giving training to guerrillas of the South-West African People's Organization from South-West Africa, the African National Congress from South Africa and the sons of former Katanga gendarmes from Zaire.



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## Nkomo Says Mugabe Backers Killed 2 Party Foes

Reuters

HARARE, Zimbabwe — The chief opposition leader in Zimbabwe, Joshua Nkomo, said Tuesday that two officials of his party in Harare were killed Monday night by supporters of the ruling party of Prime Minister Robert Mugabe.

He said by telephone that both were candidates in last week's general elections that returned Mr. Mugabe to power with a landslide victory.

Mr. Nkomo said he had no details about how the two men, Simon Chahuruka and William Gudu, had been killed.

But he charged that those responsible were followers of Mr. Mugabe's ruling Zimbabwe African National Union-Patriotic Front who have been ransacking houses of opposition members in black townships in the capital since Saturday when the poll results were announced.

There was no immediate government comment on the alleged killings.

At least one person has been reported killed and scores of others injured in the violence, the worst since campaigning for the poll started a month ago.

Mr. Nkomo said another official of his party, the Zimbabwe African People's Union, Kenneth Mano, the treasurer, was in a critical condition in hospital here after being stabbed by supporters of Mr. Mugabe's party.

"It is plain official killing of people, burning and looting of their property," Mr. Nkomo said. "The ruling party is punishing people for not supporting it."

Thousands of Mr. Mugabe's followers patrolled Harare's tense black townships Tuesday, warning opposition members whom they evicted from their houses over the

weekend to stay outside or face tough action.

Gangs of several hundred supporters of the ruling party chanted slogans and sang as they moved from house to house, halting traffic in some instances.

The ruling party captured 63 of the 79 contested seats in the elections, the first since Zimbabwe's independence in 1980.

The opposition group won 15, all from its stronghold of southern Matabeleland province, and one was taken by the Reverend Ndabingi Sithole's minority opposition party.

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# INTERNATIONAL Herald Tribune

Published With The New York Times and The Washington Post

## Stronger Action on Deficit

Real progress against the U.S. deficit requires action both stronger and more evenhanded than either President Ronald Reagan or Congress has endorsed so far. That means the president must give some ground on taxes. Budget conferences have been deadlocked by Senate insistence on a certain level of defense spending and by House insistence on keeping Social Security benefits even with the cost of living. But even if those differences could be resolved, neither of the budget plans on which the conferences have been working would do much to narrow future deficits. Both plans rely substantially on accounting devices and on questionable promises of congressional action two or three years hence.

To overcome the impasse a bipartisan group of Senate budget committee members has put together a plan to reduce next year's deficit by \$70 billion. With economic good luck, the plan could come close to balancing the budget in five years. It is not an airtight solution, but it does not rely on unrealistic promises.

The plan asks the House to agree to a one-year omission of cost-of-living adjustments for Social Security and all other government pensions except those restricted to the needy. But this pause does not set a precedent for further cuts in the cost-of-living adjustments, as the

original Senate plan would. Moreover, roughly \$2 billion is set aside to offset benefit losses to lower-income people — not an easy idea to administer but an important protection. Other safeguards for the needy, including job training and housing programs, are maintained.

The Senate would be asked to give more on defense spending. Defense spending authority would grow next year by what the Pentagon says would be needed to keep up with price increases and in years after that by inflation plus 3 percent. The defense spending base would be reduced to reflect at least part of past over-estimates of inflation. Actual military spending would rise substantially because of unused past spending authority.

In return for these compromises, the president would be asked to go along with revenue increases of about \$60 billion over three years. Although fairness would suggest that tax hikes be focused on higher-income taxpayers, the goal could be met by alternatives such as an energy tax and retention of the cigarette tax. The president may note that the plan is inconsistent with his proposed tax reforms. But tax reform does not seem to be going anywhere with either Congress or the public, while the deficit remains out of control.

—THE WASHINGTON POST.

## Nemesis: A Monstrous Idea?

No one has yet figured out the long-standing mystery of who murdered the dinosaurs, but the plot recently thickened when a new batch of suspects were added to the usual list. They were various extraterrestrial mechanisms, headed by a mysterious death star named Nemesis, which supposedly dispatches regular waves of meteors to crash into Earth at regular intervals of 26 million years. Disappointingly, Nemesis and fellow colorful characters have now virtually been ruled out of existence by new evidence published in Nature magazine.

The idea of regular extinctions of life on Earth came from two scientists who claimed to have found a pattern in the disappearance of fossils from the geological record. Instead of just the dinosaur extinction of 65 million years ago, this gave multiple mysteries to solve, and induced a flurry of ingenious speculation from astronomers as to how Earth might run into a rain of meteors every 26 million years.

The basis of these theories may have crum-

bled into statistical dust. Antoni Hoffman, of the Lamont-Doherty Geological Observatory in Palisades, New York, argues that the apparent periodicity of extinctions in the fossil record is probably an accidental byproduct of the method used to count them. In essence, a high extinction rate was assumed to have occurred during any geological stage with more extinctions than the stages before or after it. But that definition biases the counting toward periodicity, indeed makes likely that one stage in four will at random seem to be a peak of extinction. Since the average geological stage lasts 6.2 million years, the alleged 26-million-year periodicity "does not significantly deviate from expectation," Mr. Hoffman concludes.

If that analysis holds up, all candidates for periodic extinctions expire. A meteorite might have polished off the dinosaurs. But until its place of impact is discovered, why rule out terrestrial suspects — like change of climate?

—THE NEW YORK TIMES.

## Other Opinion

### The Fight Against Marxism

With the encouragement of President Ronald Reagan, some members of the Congress are working to clear the way for a second "contra" front, extending the battle against Marxist rulers from Nicaragua to Angola. This is a reckless and unwise move, and it is certain to do more harm than good.

The Senate already has approved legislation that would lift the legislative prohibition on U.S. aid to the National Union for the Total Independence of Angola, or UNITA, the guerrilla force battling the Marxist government of Angola. Some Republicans in the House, fearful that the Senate initiative may not survive a conference committee, plan a similar action as an amendment to the foreign aid bill.

This mischievous move is being encouraged by the administration just as Mr. Reagan personally encouraged a conclave last month of anti-Communist guerrillas meeting at a rebel encampment in Angola. Both initiatives are serving once again to divert the nations of southern Africa from the priorities of getting on with independence for Namibia and bringing concerted pressure on South Africa to end its apartheid policy. And they are serving to cloud the American commitment against terrorism and the rule of violence.

The congressional sponsors' motivation is ideological. They seem to see any Marxist government as an instrument of Soviet policy, as the enemy of America. And they see Angola, like Nicaragua, as particularly menacing because both are hosts to Cuban forces. They ignore the fact that the U.S.-supported contras in Nicaragua, like the South African-sponsored UNITA guerrillas in Angola, are the principal justification used by the Marxist rulers of Nicaragua and Angola for maintaining Cuban forces. And they risk weakening regional peace efforts already underway.

Administration officials defend their support of lifting restrictions on covert aid to UNITA in Angola as a matter of principle, saying that they support all legislative action that eliminates restrictions on the ability of the president to pursue foreign policy objectives.

The legislative initiative follows the president's message last month to Lewis E. Lehrman, the New York Republican who was an organizer of the meeting of leaders of UNITA as well as guerrillas from Nicaragua, Afghanistan and Laos. Mr. Reagan praised them for struggling "to free their nations from outside domination and an alien ideology," and added: "Their goals are our goals."

That was a threat. It was a call to arms on three continents. It was a marshaling of CIA intervention around the world. If the president was serious, he needs to explain the details to Congress. If he was posturing, Congress would be wise to keep the legislative restrictions on guerrilla aid in Angola, as it has maintained the ban on arms for Nicaraguan rebels.

—Los Angeles Times.

### Third World and Abortion

After strong bipartisan support for 20 years, and the endorsement of five administrations, a major battle is shaping up in the U.S. Congress to eliminate voluntary family planning programs in the developing world.

Lawmakers such as Senator Jesse Helms, a Republican of North Carolina, Representative Jack Kemp, a Republican of New York and Representative Christopher Smith, a Republican of New Jersey, are attaching amendments to the foreign aid bill. If the amendments are approved, they will cut off major funding for overseas family planning assistance. The pre-text for their actions are allegations of coerced abortions and infanticide in China, which nobody condones. In fact, abortion and coercive programs are expressly prohibited by the Mexico City Recommendations, the World Population Plan of Action and the Universal Declaration of Human Rights, all of which cover the types of projects supported by the United Nations Fund for Population Activities.

As no U.S. funds are used directly or indirectly for abortion or coercion programs, in China or elsewhere, the proposed amendments are unnecessary and irrelevant.

—The Baltimore Sun.

## Dramatic Retaliation Is Not a Real Option

By William Pfaff

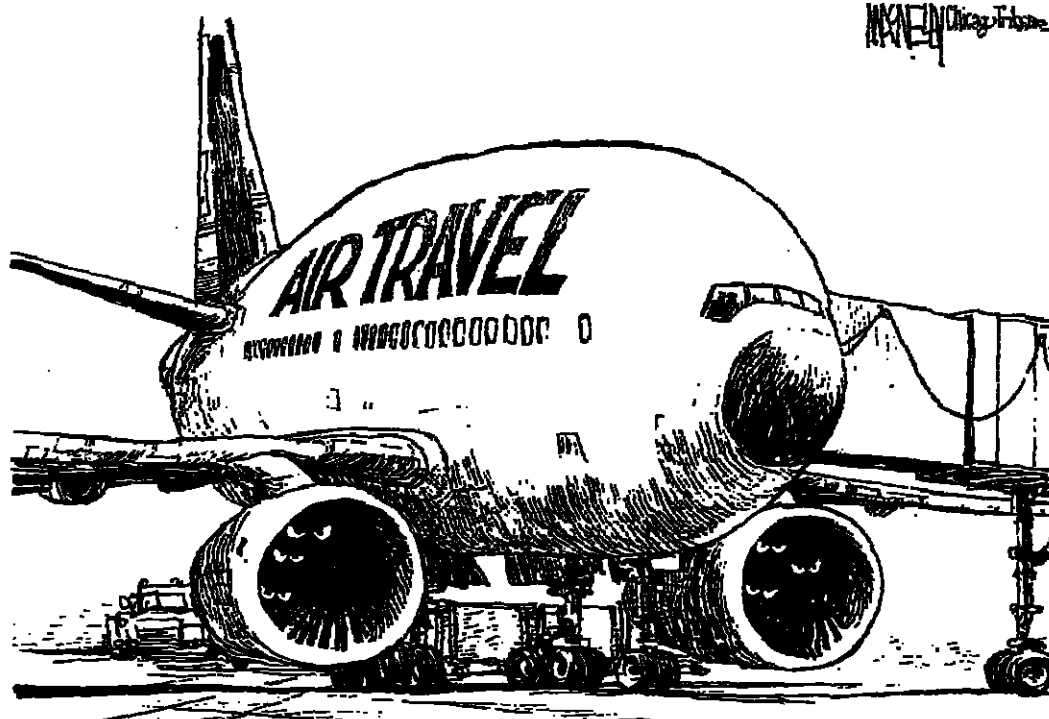
PARIS — William J. Casey of the CIA has asked for more money for "human intelligence" to help the United States strike back at terrorism, as President Ronald Reagan has promised. This responds to the frustration felt by Americans at the apparent lack of anything very effective to do about terrorism. One can try to find the hijackers of the TWA airliner seized June 14, as Mr. Reagan is doing. One can pressure such political authorities as have an influence on the situation, as Mr. Reagan is doing when he accuses five nations of "acts of war" against the United States. One can improve airport and aircraft security, which is dull and defensive. People want dramatic, cathartic action. They are unlikely to get it.

"Human intelligence," in Mr. Casey's use of that bemusing term, is the least reliable and most difficult kind of intelligence to obtain, supremely so when one is dealing with a society, as in the Eastern Mediterranean, whose norms and frame of reference differ radically from one's own.

The wartime and immediate post-war experience of Allied intelligence is instructive. The successes were nearly all scientific — breaking enemy codes, reading German and Japanese communications, turning German radio direction, photo and satellite reconnaissance, seismic and other means for monitoring nuclear experiments and so forth.

"Human" effort was successful during the war mainly in deceiving the Germans about Allied moves, but this was chiefly by means of counter-intelligence, the manipulation of German and Italian spies. Offensive intelligence, except for that obtained through national resistance groups, was generally unsatisfactory.

The penetration of religiously motivated Islamic activist groups in the Middle East is far more difficult than gathering intelligence in German-occupied Europe, or even in the Soviet Union, where spies have sometimes been bought, and where a decadent ideology sometimes works against the regime. The risks of attempting to work through local groups in the Middle East — whose inevitable in-



terest is to manipulate the United States to their own ends — was made clear by the recent affair of the Beirut car bomb, placed on their own initiative by a group in touch with the CIA. Eighty people died in the blast.

It is indispensable that public expectations be lowered, not raised, about what can be done about terrorism. There are people in the White House who understand this. Two extremely interesting interviews were given by the press just after the TWA hijacking: Robert McFarlane, a long-time security adviser, and a long briefing was distributed by the U.S. Information Service by a "senior U.S. official" — probably Mr. McFarlane again. Reiterated themes in these were that blind retribution and "impulsive violence" are senseless and useless, and that there are severe limits on what can be done about terrorism as a general problem. "Vengeance is not a satisfactory basis for policy," the senior official says.

In striking contrast to this has been a press clamor for cathartic violence, expressing considerable indifference

to who actually may be responsible for a given terrorist action, and attributing, instead, something that looks very much like collective guilt. The "mike Beirut" attitude is widely expressed, and in some surprising quarters. David S. Broder of The Washington Post proposed that henceforth the United States attach within 72 hours any nation at all "that allows terrorists to hold Americans hostage on its territory." He argued, "If any nation is so heedless of the warning as to tolerate the terrorists then that nation and its people will have involved themselves in the crime — and will suffer the punishment." How this could possibly be useful in the case of Lebanon, where government scarcely exists, and the nation has been at war with itself for years, is not evident.

Another writer in the same newspaper, Charles Krauthammer, wants "disproportionate response" (H/T, June 22). He cites, as examples of how these matters ought to be handled, the crushing of the Solidarity movement in Poland and Russia's

invasion of Czechoslovakia in 1968. In the Beirut hostage affair he would have destroyed Beirut airport and attacked Iran as well. Shiite terrorist bases in Beirut and the Bekaa valley would have been bombed.

William Safire of The New York Times (H/T, July 3) also wanted Beirut airport and "terrorist centers" destroyed, and Greece punished as well — probably thrown out of the North Atlantic Treaty Organization.

One is terribly struck not only by the ignorance revealed in these comments of the actual circumstances in the Eastern Mediterranean, but by the arrogance. Was Iran really responsible for the hijacking, or the Shaites at Beirut airport and in the Bekaa valley, or Shaites as such, or Islam — Moslems in general — or three men who actually set out to do the job? It does, after all, make a difference. Even more, one is struck by the apparent hatred being expressed, an indiscriminate hatred. Is this what we have come to? If so, a lot of killing lies ahead of us.

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## The Innocent Will Suffer From Call for Reprisals

By Richard Cohen

WASHINGTON — A newspaper prints a cartoon in which President Ronald Reagan is shown standing at a lectern, making a speech about "Moslem terrorism." The cartoon is supposed to be about the president's inaction in dealing with such terrorism. But what is it really about is Arab bashing.

It is another example of how some people have used the TWA hijacking to declare open season on all Arabs. For instance, a cartoonist thinks it is permissible to talk of "Moslem terrorism" when he would never use the term "Christian terrorism" to describe events in El Salvador, Chile or, even, the bombings, killings and other outrages of the Irish Republican Army. And few speak of "Christian terrorism" in Lebanon.

Similarly, others have not hesitated to recommend some sort of retaliation for the TWA hijacking in which the innocent would suffer along with — or even more than — the guilty. All that seems to matter is that Arabs get punished for the crimes of other Arabs. It is as if all Arabs are guilty for the acts of a few — a conspiracy of several hundred million people,

depending whether you think all Moslems or just Arabs should suffer.

Even the Reagan administration has joined the bandwagon of Arab bashing. It has, for instance, asked the civilized world to join it in staying away from the Beirut airport and has turned that sorry story into a symbol of terrorism and lawlessness. It seems that no one in the administration remembers that TWA flight 847 took off from Athens, landed once in Algeria and was, on its second trip to Beirut, refused permission to land.

Of course, it is true that Beirut itself is a mess of warring factions and that the area around the airport is controlled by Amal and not what is left of the central government. But if TWA 847 was coming into John F. Kennedy in New York and the hijackers had threatened to blow up the plane with a hand grenade, it would have been given permission to land. It is probably true that the administration had to do something after the hijacking and maybe, given the bomb-mill-kill-kill suggestions pulsing from journalists' typewriters, a boycott of the airport was the most reasonable act suggested. But it is also true that the airport itself had almost nothing to do with the hijacking and that boycotting it and Middle East Airlines amounts to punishing the innocent just because they happen to be in the same neighborhood as the guilty. When it comes to satisfying the demand for a lynching, it does not matter who gets hanged.

But it matters to the hanged and their relatives. Arabs are already troubled by an atmosphere in America where it seems reasonable to propose punishing people whose only "guilt" is their religion or their language. They wonder with apprehension about a political atmosphere in which the value of human life seems to be diminished by color of skin, the manner of worship or the language spoken. It is as if Arab life is not the equal of non-Arab life, as if the constant killing of the innocent in the Middle East gives us the right to take the same sort of action. Our dehumanizing rhetoric, in which deaths do not matter, says nothing about Arabs but a lot about us.

Washington Post Writers Group.



## Gorbachev: Exploiting U.S. Weak Spots

By Seweryn Bialer

This is the second of three articles.

NEW YORK — A first goal of Mikhail S. Gorbachev's emerging foreign policy is to harden the Soviet image abroad after a time of relative passivity.

Evidence of Soviet pressure on Eastern Europe comes from sources who attended the meeting of the Council for Mutual Economic Assistance, or Comecon, earlier this year. At these talks, the Russians were particularly successful in raising prices for Soviet goods and lowering prices and improving the quality of goods imported from countries in Eastern Europe.

Another example of the current hard line can be seen in Mr. Gorbachev's policy on Afghanistan. Soviet military pressure in the civil war in Afghanistan has increased, while efforts to close the lifeline of anti-Communist guerrillas from Pakistan has dramatically intensified. The scorched earth policy to destroy the guerrilla infrastructure has become even more ruthless.

Whatever the frustrations of the Russians in their prolonged Afghan adventure, there is no sign that under the new leadership they will settle for less than a secure Communist government in Kabul.

In Angola and Ethiopia, the areas of especially active Soviet intervention in the 1970s, the Soviets seem determined to continue commitments involving their prestige. The second basic goal is to damage significantly the current image of the United States in the international arena. In the last several years, while the Russians have either been passive or reactive in their foreign policy, the image of America as a strong and decisive global power was revived. It is imperative for Mr. Gorbachev to undermine the impression of American ascendancy by exposing and exploiting areas of American weakness.

There are a number of trouble spots in the world today where, by choice or necessity, the interests of the United States are engaged. Although the roots of these troubles are domestic and regional and were not created by Moscow, the Soviet

little to lose in Central America. Its aid to the revolutionary forces is indirect and on a scale that produces a Soviet-U.S. confrontation on the scale of the Cuban missile crisis. What Moscow wants is to put America in a no-win situation.

Even if the U.S. Congress relaxes its stringent restraints on aid to the Nicaraguan "contras," Soviet and Cuban help is sufficient to assure the survival of the Sandinist regime — short of a U.S. invasion. After all the Reagan administration's rhetoric about the strategic significance of Nicaragua, the Sandinists will be a glaring example of U.S. impotence. On the other hand, an invasion of Nicaragua would brand the United States as an imperialist power in the Third World and also among U.S. allies in Europe.

Another key example of American vulnerability is the Philippines, a time bomb close to exploding. The unfortunate situation in the Philippines resembles the Iranian situation of the late 1970s. The key difference is that the major anti-regime forces are not Moslem fundamentalists but primarily leftist revolutionaries sympathetic to the Soviet Union. Soviet help for the Filipino rebels would appear to offer too good an opportunity to diminish U.S. international stature for the Russians to pass it up.

The United States seems to have no attractive options to counter the approaching disaster. A policy of total support for President Ferdinand E. Marcos is doomed to fail. The military forces in the Philippines are too closely connected with Mr. Marcos to provide an alternative. The democratic forces in the Philippines are disjointed.

There are many other areas where the Soviet Union can try to harass the United States — the potentially unstable situation on the Korean peninsula, or the Middle East, particularly Egypt, where there are severe domestic problems.

The writer, professor of political science at Columbia University, contributed this to The Washington Post.

## Arms Pact Future Is Now at Risk

By William Epstein

NEW YORK — Last week marked the 17th anniversary of the signing of the Nuclear Nonproliferation Treaty, one of the most important documents of the nuclear age. The treaty comes up for review in August, with its future in peril.

In simplest terms, the treaty is a bargain between the major nuclear powers, the United States, the Soviet Union and Britain, and the non-nuclear countries to prevent the further proliferation of nuclear weapons. The non-nuclear nations agreed not to acquire the weapons. In exchange, the nuclear powers pledged to negotiate an early halt in the nuclear arms race and then nuclear disarmament.

At the first review, in 1975, the non-nuclear parties said that they had lived up to their part of the bargain but the nuclear powers had not. In a compromise final declaration, the nuclear powers promised to try harder to carry out their treaty obligations, and the conference was a partial success. The second review, in 1980, ended in failure without any final declaration or even a reaffirmation of support for the treaty, because the nuclear powers would not budge on the issue of a nuclear test ban.

At both conferences, the main demand of the neutral and nonaligned countries was that the nuclear powers comply with their treaty obligation "to pursue negotiations in good faith on effective measures relating to cessation of the nuclear arms race at an early date and to nuclear disarmament." What this means, they said, was that the major powers must place a moratorium on underground nuclear tests, then follow with substantial reductions in nuclear weapons, which is the reverse of the order requested by the United States. The non-nuclear countries regard an end to underground testing as the most important and feasible single step toward halting further proliferation of nuclear weapons by both the nuclear and non-nuclear countries alike.

In the last five years, unlike the periods before the first and second review conferences, there has been no progress whatever on any measure of nuclear arms control. The nuclear race is proceeding at the fastest pace ever, the promising negotiations by the three nuclear powers for an underground test ban were suspended in 1980 and the United States refuses to resume them, there is the possible new threat of "star wars" and a race in both offensive and defensive weapons in outer space; the renewed American-Soviet talks in Geneva on outer space, intermediate-range and strategic nuclear weapons seem stalemated; global military expenditures have risen to \$1 trillion a year, and there are new fears of a "nuclear winter" that could make our planet uninhabitable. The non-nuclear countries are more than frustrated: They feel they have been duped by the nuclear powers.

Worse, the number of countries that now have or will soon have the capability to conduct a nuclear explosion is growing. Two nuclear powers, China and France, and India, which has exploded a "peaceful" nuclear device, are not parties to the treaty. But India is not such an important "near-nuclear" power as Argentina, Brazil, Israel, Pakistan, South Africa and Spain. Some estimates suggest that 15 countries could acquire a nuclear capability in one or two years, a dozen more could do so in five or six years, and perhaps a further 20 by the end of the century. Almost one-third of these are not parties to the treaty. The nuclear powers seem unwilling or unable to face up to the danger. They appear to have no new plans that could avert a repeat failure at the forthcoming review. A second failure would seriously damage the treaty itself, which remains the main bulwark against nuclear proliferation.

The Soviet Union has offered to resume negotiations for a comprehensive test ban and to institute a moratorium on nuclear testing on Aug. 6, the 40th anniversary of Hiroshima. America has brushed off both proposals, but it is important that it respond with some positive proposal. The non-nuclear world needs to be strengthened, not weakened. It can be — if America takes the lead.

The writer, a senior special fellow at the UN Institute for Training and Research, represented the UN in negotiations leading to the Nuclear Nonproliferation Treaty and attended the 1975 and 1980 review conferences. He contributed this to The New York Times.

## LETTER TO THE EDITOR

### The Cyprus Question

The "Letters to the Editor" column on June 21 was taken up almost completely by two letters expressing the Turkish views on the Cyprus problem, and on Turkey's designs in the Aegean. The letters contain several misleading statements.

"Equal partnership between the two communities in Cyprus" is the slogan used to justify the arbitrary demand that the Turkish Cypriot community, which is 18 percent of the population, should have an equal say with the other 82 percent of the population. This is contrary not only to any concept of democracy but also to the letter and spirit of the 1960 Cyprus constitution of which Turkey claims to be a guarantor. We are of course prepared to accept reasonable checks and balances to ensure the legitimate rights and interests of our Turkish Cypriot compatriots in a future agreed federal system.

A threat cannot be dismissed as a mere "smoke screen" particularly when one has in mind that in the case of Cyprus this has already materialized in the form of an invasion, violations of human rights and continuing occupation of part of the territory of

the Cyprus republic. "Butchery" is a strong word. Even though it could not be used in respect of the unfortunate intercommunal incidents in Cyprus in 1964, which, in any case, were started by extremist Turkish Cypriot elements to further Turkey's partitionist aims, it could very aptly be applied to the abominable actions of the Turkish troops in 1974 for which Turkey has been condemned by the Human Rights Commission of the Council of Europe.

Turkey's claim to a "fair share" of the Aegean is a chilling reminder of the "fair share" she claims in Cyprus: 37 percent of the territory, from which about 82 percent of the population of that area has been forcibly expelled by the Turkish army, for 18 percent of the population.

Finally, allow me to concede that there is indeed controversy and political argument in Cyprus. Cyprus is after all a democracy. It must be noted, however, that the opposition parties in Cyprus also blame Turkey's intransigence for the continuing deadlock in the Cyprus problem.

PETROS MICHAELIDES, Ambassador, The Republic of Cyprus Embassy, Paris.

## FROM OUR JULY 10 PAGES, 75 AND 50 YEARS AGO

**1910: Appraising Britain's Monarchy**  
LONDON — The cost of the Crown is commented upon in The News of the World: "The cost of the crown to this wealthy nation is a sum less than £1,000,000. For this we enjoy all the stability of the monarchical system; all the dignity attaching to a history of Kingship extending back to the misty beginnings of our chronicles; all the power and prestige, too, attaching to the possession of a world-wide Empire, the component parts of which could perhaps be held together by no other bond than the sentiment of loyalty to our ancient crown." Lloyd's Weekly News adds: "One may feel assured that the public, as well as the Houses of Parliament will prefer that the occupant of the throne shall be in position to serve the nation unhampered by any feeling that his reward has been grudgingly bestowed."

**1935: Settlers Flee Alaskan Farms**  
SEATTLE — Picturing the Matanuska Valley of Alaska as a dusty, mosquito-infested country, instead of as a promised land, thirty-one members of the 400 California Transient Camp workers who went north to prepare homestead sites for mid-western settlers have returned to Seattle disillusioned. All but three of the returning party had asked to leave, one of the men said. He added that 178 more of the workers' group had begged to come with them, but were told there was no room more aboard the southbound ship. There are now some 200 families quartered near Palmer, where the government is aiding them to get settled on forty acres each. "Three women begged me to give them my identification tag so they could skip their hair, put on men's clothing and get back to the States," said one returned worker.

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## INSIGHTS

## Weapons Buying: A Better Way?

## U.S., Shaken by Scandals, Finds Allies Do It Differently

By Rick Atkinson  
and Fred Hiatt

Washington Post Service

LONDON — When, more than a decade ago, the sun threatened to set on the British arms industry, the government turned to a man who knew more about textiles than he did about missiles, planes, ships or guns.

As one British officer put it, Derek Rayner was at first looked upon by the military as a "ladies' pantsman." He was a shrewd manager of Marks & Spencer department stores, but an ignoramus when it came to weapons.

Unperturbed, the store manager pounced on Britain's arms makers in 1971 with missionary zeal. For his gospel, he brandished a commandment from the prime minister: Show the generals aside and drum some business sense into Her Majesty's government's weapons buying — at the time burdened with cost overruns and inefficiency. For his efforts, he is now Lord Rayner.

"I always remember the general who said, 'It doesn't matter what it costs, as long as we get what we want,'" Lord Rayner recalled with a chuckle. "And I said, 'Oh, no, it matters now.'"

As the United States wrestles with its own cost and quality problems, many would-be reformers of U.S. habits are casting abroad for solutions. It is becoming accepted wisdom that, in addition to the kind of common sense displayed by Lord Rayner, the Europeans are worth emulating for their civilian control of arms buying and tight rein on military contractors.

Congressional experts and even President Ronald Reagan's Grace Commission, studying ways to make government more efficient, have endorsed the idea of an independent arms-buying agency similar to that begun by Lord Rayner. Other studies laud the French system, dubbed by a recent report of the Central Intelligence Agency as "perhaps the world's most efficient."

The U.S. General Accounting Office has investigators traveling from Tel Aviv to Bonn looking for more clever ways to buy arms. In fact, the Europeans do some things better than the United States, but they also do some things worse. Above all, they do most things very differently. As seen from Europe's defense ministries, the U.S. war machine is clearly one of a kind.

The different nature of U.S. defense and democracy raises questions about the extent to which European ideas could take root in Washington. For one thing, there is nothing in the rest of the West remotely approaching the U.S. military in size. The Pentagon spends more in an afternoon than the British armed forces spend in a week.

Furthermore, regardless of how Congress and the Pentagon appear to coddle the U.S. military industry, no nation comes close to the U.S. effort at injecting free enterprise and competition into the arms business.

And no other nation subjects its industry to the kind of relentless spotlight turned on U.S. contractors by the public, press and Congress, an inquisition that astounds the Europeans.

"In the States, you have a much more brutal, much more violent relationship," said a senior French official, contrasting that to the "convivial" ties between European military companies and their governments.

A British official added, "I don't think it's as fashionable to knock the industry here. If the \$600 toilet seat happened in Britain, there wouldn't be the same to-do," he said, referring to a scandal over the cost of a toilet seat in

stalled in a U.S. military plane. "Well, it wouldn't come to light in the first place. We're less open."

The Europeans also marvel at the huge U.S. bureaucracies, in both government and industry, and the duplication among the military services.

"You're really wasting enormous amounts of money," said Sir Raymond Lygo, chief executive of British Aerospace. "It's quite unbelievable."

Gerhard M. Brauer, a West German arms specialist interviewed in his Washington office, said, "I had the worst opinion of our procurement system while I was in Germany. Then I came here."

Last month, on the plains of Bergen, West Germany, the U.S. \$24-million M-1 Abrams tank was finally going to prove itself.

Busloads of U.S. soldiers rode into Bergen from north and south, determined to show in a spectacle of smoke and gunfire that their M-1 was the finest tank in the West. Even General Dynamics Corp., the maker of M-1, sent a pit crew to the Canadian Cup, the Olympics of tank gunnery, to make sure nothing went wrong.

But something did. After a week of shooting and scouting before international judges, a West German tank won the gold.

The Germans, of course, have always been skilled tank makers, and their triumph in Bergen in no way undercut the M-1, which also scored well. But the story of their Leopard-2, which the U.S. Army rejected several years ago as not quite good enough, says much about what the Europeans do right.

The M-1 was 20 years in the making, with its revolutionary engine, fire control and night sights. The Germans, whose arms industry began to rise from the ashes of World War II only in the late 1950s, built their Leopard-1 in five years, the Leopard-2 in six, and emerged with a tank as good as the Abrams if not better.

"We don't have as much money, and therefore we have to settle for something less," a British official said of the Europeans. "Sometimes that's the best thing, because your weapons are sometimes too sophisticated."

Turning a shortage of money into a virtue, many foreign defense ministries excel at refining weapons, constantly improving them. As a CIA study concluded, relatively meager resources in Israel and Europe have "forced those systems to do the most with what they have."

Among European arms buyers, it is the French who usually draw the most praise, a tribute to the reforms of de Gaulle. In 1961, hearing the familiar refrain of rising costs, the French president suppressed the objections of his officers and created an armaments directorate.

THIS fourth branch of military service, outfitted with special uniforms to distinguish its engineering officers, buys the weapons without being subject to the whims or wishes of any general or admiral. The armaments directorate is a formidable force in France, answerable only to the defense minister and skilled enough to take on the nation's monopolistic arms manufacturers.

"You control monopolies with smart buyers," Pierre Marais, a retired general, said in Paris. "The engineers have training and qualifications as good as anyone in the company. They can say, 'I am at least as competent as you are.'"

By restraining soldiers from asking too much of a weapon and by pressing manufacturers to deliver as promised, the armaments directorate is seen as an effective brake on the kind of

"goldplating" that afflicts many U.S. weapons.

"The army will say, 'This is what I want,'" General Marais said, adding in reference to the armaments directorate, "The DGA will say, 'This is what technology can offer you.' But the important thing is, it's not the industry saying this — it's another branch of the military."

While France's system of officer buyers may be the only one of its kind, the idea of a centralized weapons-buying agency is not.

Britain, West Germany, Sweden and Canada have moved toward central and civilian control. Only Norway, Turkey and the United States have resisted the trend, permitting their armies, navies and air forces to buy their own equipment, according to a recent study by the Congressional Research Service.

Not everyone in Europe endorses centralized control. Even in Britain, the services retain a prominent role in purchasing, setting weapons requirements and cultivating informal contacts with industry.

But the European model has proved attractive to many critics of the U.S. system.

"Adopting the French system would free at least 50,000 people in the Washington area to look for honest work, and would greatly improve the procurement process," wrote an air force analyst, Thomas S. Amlie. "However, it would devastate the local economy, particularly the real estate market, so it's not about to happen."

IN military warehouses, huge bags of sugar were found congealed "under the weight of tattered tarpaulins and the pigeon droppings that have come through gaping roofs," according to a newspaper account.

The culprit was not the U.S. Defense Logistics Agency but the British supply system, as described by The Financial Times. The Europeans, in other words, have troubles, too, many of which give pause to anyone looking for lessons overseas.

The West Germans, for example, decided not to buy the U.S. Apache attack helicopter, vowing instead to build one at home for half the cost, according to a U.S. officer in Bonn. "Now they find themselves with a helicopter that looks like it will cost twice what the Apache does," the officer added, "and have half the capability."

The West Germans are not alone. The British opted to build Nimrod as a competitor to Boeing's Airborne Warning and Control System planes, or AWACS. Years later, Nimrod is millions of pounds over budget and still not airborne.

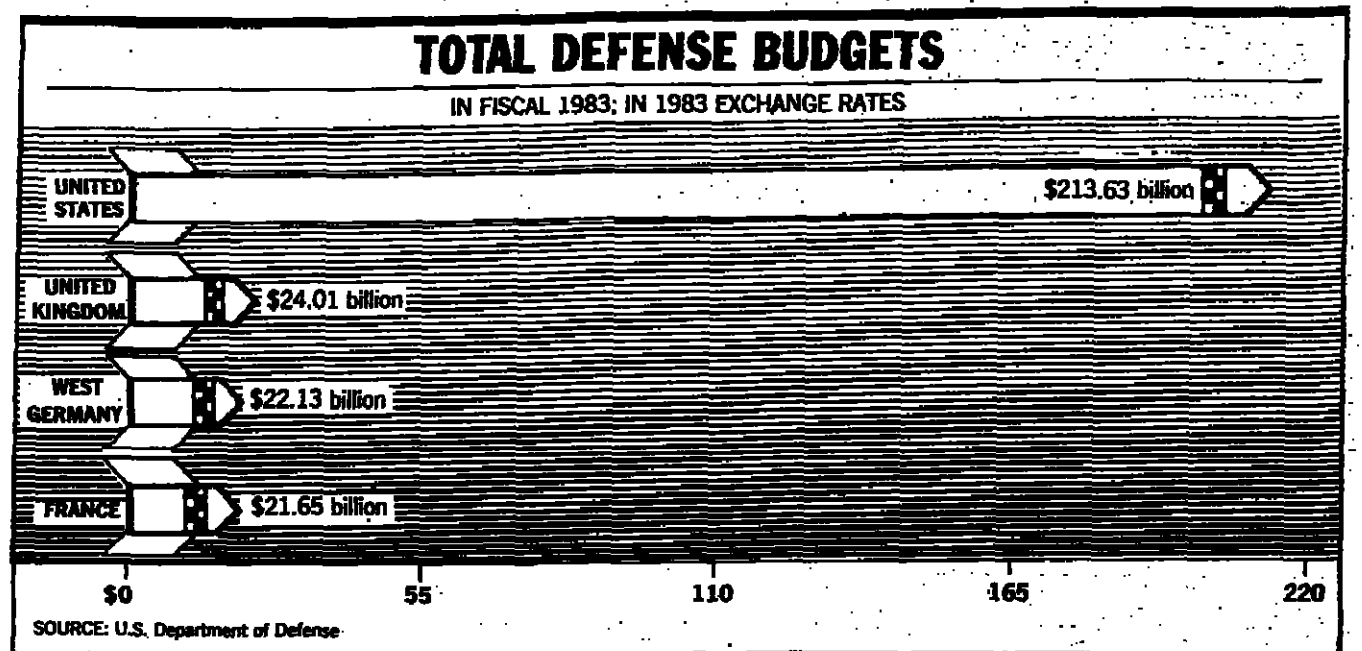
"One thing can be said right away," said a West German procurement official, Georg A. Künhold. "Cost overruns and complicated procedures are everywhere."

But from a U.S. vantage point, there are traits beyond the occasional overrun that may be less attractive to those lured by the European systems.

For example, parliaments in Western Europe rarely intrude. They approve or reject proposed budgets but they lack authority to comb through proposals line by line, the kind of sifting that lends power to congressional staff members in Washington.

Sir Frank Cooper, for five years Britain's permanent undersecretary of defense, said he appeared before parliamentary committees about five times a year. In France, military officials can refuse to answer queries from the National Assembly.

By contrast, Lawrence J. Korb, an assistant U.S. defense secretary, spent 36 hours testifying at 18 hearings in just the first half of 1985.



By Tobey for The Washington Post

Nor is the European press much of a watchdog, despite occasional reports such as the one in The Financial Times about military waste of sugar. Like members of Parliament, journalists tend to focus on strategic issues, such as how much of the military budget should go toward nuclear weapons, rather than on problems of cost or management.

"The asbtry would have never been in the press," General Marais said, referring to a recent uproar in the United States about a navy order for asbtrys costing nearly \$600 each. "A French reporter, even if he knew, wouldn't print it."

That relaxed scrutiny means less haggling over minute details, but it also obscures inefficiency and corruption. Excerpts surfaced in 1976 from a French Finance Ministry secret report alleging overseas bribes and an "extraordinary waste of money" in the arms industry; but the full report was never released and public interest quickly ebbed.

"Having no information about scandals doesn't mean there are no scandals," said a U.S. Embassy official in Paris.

In many ways, parliaments and the press represent European public opinion in their attitude of benign neglect.

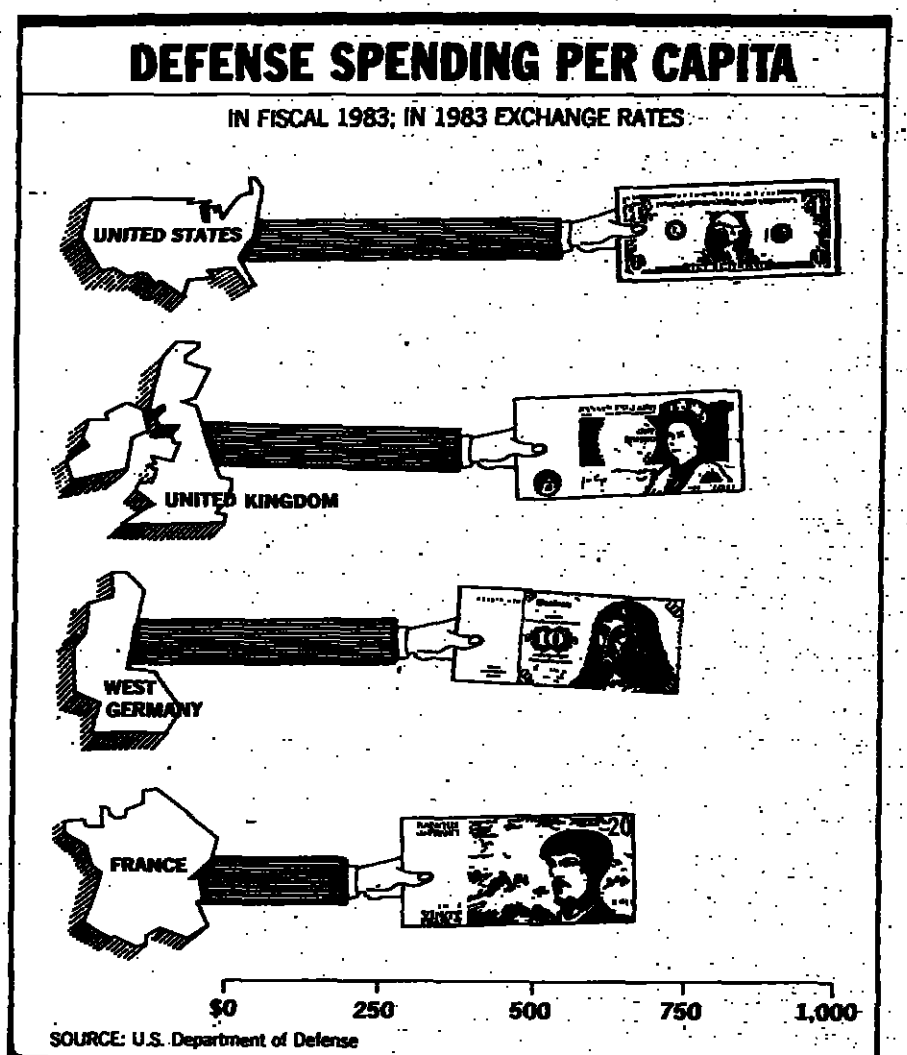
"I would think you'd have to hunt very hard in this country to find people overworried about the influence of the defense industry," Sir Frank said. "It's not like the States."

ONE British Aerospace official recalled the behavior of U.S. officers at the Farnborough Air Show of 1976, when Washington cracked down on generals accepting entertainment from contractors. British Aerospace had to indulge American officers with a box in front of its hospitality chalet for "voluntary contributions" and an improvised receipt system using coat-check stubs. "We thought it was the craziest thing we'd ever seen," the Briton said.

Furthermore, with jet fighters costing \$50 million each and tactical missiles \$1 million and up, no European budget can support more than one major aircraft, missile or helicopter maker. Despite the Pentagon's much-heralded tendency to stifle competition at times, Europeans envy the freedom that exists in the U.S. arms business.

As the number of manufacturers dwindles, European nations tend to protect their military industries as national assets, whether they are government owned, as in France; owned partly by the government, as in West Germany; or formerly owned by the government and recently returned to the private sector, as in Britain.

"There's no choice for us," said Mr. Künhold



By Tobey and Jeff Kistoff for The Washington Post

of West Germany. "We need these companies."

So the Europeans aid and subsidize their contractors more freely than the Pentagon, complicating cost comparisons. U.S. officials contend, for example, that the true cost of the European-built Tornado jet fighter is \$40 million to \$50 million, as much as the U.S. Air Force's F-15. Europeans say the price is less.

U.S. officials also contend that their military technology is superior to Europe's.

"The F-15 is by far a better aircraft than anything the French could hope to produce," said an American in Paris.

The vast difference in size between the U.S. weapons effort and any country apart from the Soviet Union makes all comparisons dubious.

John F. Lehman Jr., the U.S. secretary of the navy, said: "Trying to draw lessons from armed forces that are the size of our Coast Guard is more likely to lead to error than insight. We buy, just in the navy department, five to 10 times as many kinds of things as any country except the Soviet Union."

General Marais said that comparing the U.S. system with the French would be "comparing peanuts and truffles."

## Behind Scenes in Beirut: U.S. TV Networks Wage Truly Ruthless War

By Christopher Dickey  
Washington Post Service

BEIRUT — "Cocaine! Plates of cocaine! Hundreds of thousands of dollars!" a drunken CBS employee shouted, a vein throbbing in his forehead and his fists clenched as he glowered at an ABC producer. Wild accusations. Unprovable allegations. But in Beirut it is easy to conjure nefarious allies when you have been defeated. It is a national pastime.

The ABC producer, without stooping to denial, needed CBS from across the Commodore Hotel bar: "Think about tomorrow," he said, grinning ear to ear. "Don't talk about the past. Think about tomorrow."

Was Beirut corrupting the networks or were the networks corrupting Beirut?

On this day, ABC had had another scoop on the hostage crisis. It had been a lunch with three of the American hostages, a relaxed affair with its correspondent Charles Glass by the sea somewhere in the Shiites' southern suburbs. A few days before, it had been a walk out onto the tarmac for a chat with the TWA pilot, a gun to his head, an uneasy smile on his face.

That image made the covers of both Time and Newsweek magazines.

ABC's ability to get exclusive pictures and interviews with key figures in the TWA hostage drama — the hostages themselves and Nabih Berri, the mediator and leader of the Amal movement — brought out the envy of nearly every journalist here. Every scoop evoked cries of outrage and veiled accusations, but never any evidence to back up the innuendo. The accusations about providing drugs, heatedly denied by ABC, were even more unconvincing because of allegations that the kidnappers and murderers of Americans were being paid for access to the hostages.

For the other networks here, the worst part was that whatever ABC was doing to get the story, it was doing it successfully.

ABC's monopoly, moreover, was one it carefully enforced. It had been designed that way from the start. While other networks stayed at the traditional journalists' haunt, the Commodore in central West Beirut, ABC checked into the heart of Shiite territory. ABC's staff gained not only comfort but secrecy.

According to ABC's producers, it had more than 20 people with American passports working in Beirut when other networks were wary of committing four or five to one of the world's most dangerous cities for Americans. If this was turned out to be irresponsible, if things had gone wrong, it might have added 20 new hostages to the lists. But ABC got there first, with the biggest staff and seized a beachhead no one else was able to challenge.

ABC also has been consistent in its coverage of Lebanon, particularly the war in the south, and had thus made a lot of contacts based on loyalty. Its local stringer, Julie Flynn, had never left Lebanon, even during the worst months. Personal contacts are everything in the Middle East, and this kind of continued presence is long remembered.



John L. Testrake, pilot of the hijacked TWA flight, and an unidentified gunman on television during the hostage crisis.

THEN there was the local talent. ABC had local contract reporters and drivers who were close to Amal. This is not unusual overseas. Networks do not pay their sources, but they frequently hire employees who have good access to sources through family or social ties.

But ABC also had the fiercely loyal friendship of Ali Hamdan, the official spokesman for Amal, and it was Mr. Hamdan's role that caused the greatest controversy. An ABC producer described him as "the Amal guy in our pocket."

According to ABC producers and correspondents, Mr. Hamdan was central to setting up the initial interview with the pilot, John L. Testrake, on the tarmac, but was not particularly important in their later contacts.

The ferocity of Mr. Hamdan's ABC bias continued, however, to raise problems, even when another network had gotten the scoop.

For instance, a videotape of the hostages sitting around a room being asked simple, brief questions by an anonymous voice was filmed at Amal's invitation by a local Visnews crew normally affiliated with NBC. But the tape was then taken by Amal, who offered it to CBS for certain considerations in return. CBS officials in

Beirut say no cash changed hands, but they said Amal demanded cassettes of some CBS coverage from earlier years — apparently to be shown to the hostages.

"What they wanted was videotape of the '82 Israeli invasion," said a senior CBS official here. "So we said, 'Sure, we'll give you videotape.'"

Ann Morfogen, director of communications for CBS News, told Eleanor Randolph, a Washington Post reporter, on Sunday that while a CBS official in Beirut believed there would be "no problem" in handing over the cassettes, no videotape was ever released from the network files in New York.

"I can't believe a three-year-old tape would have been provided by the facilities we had in Beirut," she said. "It would have had to come from New York. Nobody in New York remembers his asking, and the bottom line is CBS News here did not provide the footage."

Amal also wanted to edit the hostage tape before handing it over. "We said, 'We'll have to take what you give us,'" this CBS official said.

But Amal is a large and diverse organization, and these negotiations were not held with Mr.

Hamdan, but with Akram Balawi, another spokesman.

When Ali Hamdan heard that CBS had the tape, he telephoned he called a CBS correspondent and warned him that if the tape were not immediately "pooled" — made available to all news media — CBS could forget about covering the hostage story in Beirut.

Other accounts of his language are rather more dramatic, on the order of: "Fool that tape or go with it when you ship it to Cyprus" for transmission.

WHEN asked about all this, Mr. Hamdan was less than good-humored. He confirmed making the phone call to CBS but wanted to know how the news had leaked out, and started naming people he thought might have done it.

Asked if he had been paid off, he equivocated. "It's already well known, balshesheh," he said. Pressed, he said, ominously, "You are dealing with Amal." Finally: "There was nothing, no money at all," he said.

Other networks tried to compensate for their relatively poor showings by bringing in well-

known correspondents from New York. But no one in the Middle East knows a New York heavy hitter. It's relationships — not ratings — that count for a reporter in Lebanon.

So when ABC was handed the biggest coup of the story — the hostages' "farewell party," Tom Brokaw of NBC was left waiting for Ali Hamdan to meet him in the Commodore lobby. When Mr. Hamdan showed up, he said nothing was happening at the moment, maybe tomorrow.

A CBS vice president, David Buksbaum, found himself even more frustrated when he flew from Beirut to Syria and was informed there was no way he could get into the country without a visa. He sat for 10 hours in the Damascus airport before flying back out again. At one point, according to a CBS staff member, he started shouting. Did they know he was a vice president of CBS? "So what?" said the Syrian immigration man.

All this, of course, had been discussed and debated, whispered about and shouted over for two weeks during the run of America Held Hostage II. Yet when the final ABC scoop came, no one — some staffers say not even ABC — was ready for its scope or its surreal imagery: a farewell dinner with 32 hostages overlooking the moonlit sea from the pool at the Summerland hotel.

While a few print reporters stood around the Commodore bar, Chris Harper, an ABC producer, was reading off a roll call of the hostages present at the Summerland. A farewell cake was served, the hostages were interviewed one by one, and Amal militiamen — raised on the margins of survival in the southern suburbs — stared aghast at the opulence of their surroundings.

Word leaked to the other networks at the end, around 2 A.M., and they were able to get a few interviews before Amal took the hostages back to the suburbs and, everyone thought, to Damascus.

NBC's Tom Brokaw, who kept his composure and his humor throughout, said wearily at dawn, "We're the Tommy Hearn of network television tonight. Third round." (Tommy Hearn lost an attempt to win the world middleweight boxing championship in April when Marvin Hagler defeated him by a technical knockout after three hard-fought rounds.)

The next night, when the hostages did not arrive in Damascus as expected, speculation was raised that Mr. Berri had lost control, that there were many new demands, that everything had fallen apart.

This was a time when instant communications were needed to clear the air, if possible. But when Mr. Berri's spokesman was interviewed by NBC, NBC cut the line on him after 20 seconds, then could not get back to him. New York said they could not find anyone to talk to Mr. Berri's spokesman. New York said the line was not good enough. Finally the network's Roger Mudd came on the line, but by then his show was over.

Later, Mr. Berri's spokesman went over to the Summerland. He walked up to ABC's office. They put him on the air with Peter Jennings.

When it was all over, ABC protested that its credibility had been harmed, its integrity called into question. Richard Wald, senior vice president of ABC News, told Eleanor Randolph in a telephone interview Sunday that the network staff members had "had their work tainted by the envy of others."

Mr. Wald added that "because we were the tallest tree, we attracted the lightning, and we found it very unfair. All the rumors and innuendo — unfounded and untrue — it was directed a little bit against the other folks, but mostly was directed against us."

ABC was "annoyed and a little bit startled at the reaction" to its first scoop, he said. Mr. Glass had gotten the interview with the captain and crew, Mr. Wald said, by convincing Mr. Berri that the American people would not believe they were safe until they saw them. "I don't know whether anybody else paid for anything," Mr. Wald said. "But I do know that ABC never paid for an interview."

THROUGHOUT most of the crisis, what news ABC did not get, the other networks did. Not a single newspaper reporter is known to have gotten an exclusive interview with Mr. Berri or any hostage before the first airport press conference and the final 24 hours of the ordeal.

Yet now that the event is over, it should be said that it was not just the resources, not just the staffing, and not a matter of payments that gave the networks — and particularly ABC — dominance over the story. It was time, the very short time needed to communicate to the United States whatever the people in Beirut had to say about developments in the crisis.

TV gave Nabih Berri, for instance, a direct phone line to a majority of the American public. Newspapers allowed him nothing more than an overnight letter to a select group of readers. Someone in Mr. Berri's position, did not need to be sophisticated or media-conscious to make that decision. And for the hostages, television was an unmatchable way to reassure their families of their well-being.

In any hostage situation it is essential to keep the kidnappers or the hijackers talking. The media did that — not only as a vehicle but as a lure to make them talk. What was an essential part of the final deal that finally got the hostages out? A press conference for the original hijackers themselves. Reporters, meanwhile, had access that no American official could have imagined or hoped for.

At the same time, as the United States was brought to the point of blind, aimless anger, the presence of the hostages — unharmed and individually interviewed on television — and the face of Nabih Berri, who scarcely looked like a terrorist, could not help but dissipate some of the fury.

Nobody is going to prove anything about how TV helped its coverage, and everyone knows it. But in Beirut, where sudden death is so common, keeping a few people among the living is no easy thing.



## ARTS / LEISURE

## Black-Death Comedy by RSC: Dying for a Laugh

By Sheridan Morley  
International Herald Tribune

LONDON — If you can imagine a vaudeville parody of "Mother Courage" by a group of medieval entertainers whose lack of discernible talent is matched only by their desperate enthusiasm, you will

## THE LONDON STAGE

have some idea what is going on in Peter Barnes' "Red Noses" at the Barbican.

It would appear that sometime around 1350, when one-third of the world population had been wiped out by the Black Death, a French monk called Marcel Flote decided the survivors might like a bit of a laugh. Accordingly, he formed a bedraggled and diseased troupe consisting of blind jugglers, one-

legged tap dancers, stammering comics and rampant nuns, and toured them around the graveyards of Avignon, which were at the time the town's main streets.

Dying for a laugh is not, admittedly, an original show-biz notion. Peter Nichols explored it in "Privates on Parade," and Barnes's last new play in London, 17 years ago, "Laughter," was at least partly concerned with the jokes that could be got out of concentration camps, where laughter and slaughter are separated only by an "s."

What is good about Terry Hands's new production at the Barbican is the way a classical Royal Shakespeare Company troupe led by Antony Sher (off his Richard III crutches but surrounded by those in need of them) approaches with energy and inventiveness a vast, sprawling pageant of remarkable untidiness. Barnes has never been a man to write two hours where four would do, but in this folly some-where are marvelous notions, not least the idea that Flote and his troupe are in constant show-biz rivalry with a troupe of strolling flagellants who, while regretting that there's no demand for serious entertainment during a plague, are nonetheless willing to remove hanks of their flesh to improve the box-office returns.

By viewing a time and place of unspeakable horror through the eyes of people who in later lives would doubtless have provided the camp concerts at Dachau, Barnes has achieved his usual thesis about a stand-up comic being a lot more useful than a pope in a real crisis. He also has a nicely cynical turn of phrase ("The continued existence of Christianity proves that almost anything can be made to work in the end") and a deep love for old jokes ("I've had to suffer for my art, now it's your turn," says the blind juggler to his moribund audience). What he lacks is the discipline to turn a great idea into a coherent play.

The Flottes consist chiefly of Polly James as a manic nun, Richard Easton as the traitor who finally puts the knife in before going on to become, surprisingly, not a drama critic but a papal assistant, Pete Postlethwaite whose act really does die the death, and Bernard Horsfall as the blind juggler threatening a knife act. Then we get a pope (Christopher Benjamin) on a rope and a final blackout admission that, having got them all into this mess, Barnes has no real idea how to get them out of it.

gay Cambridge graduate setting up an espionage network some 400 years ahead of Burgess and MacLean. He is Christopher Marlowe, soon dead, thereby allowing the actor who plays him (John Moreno) to double as the Bard.

The central figure is Robert Greene (warily well-played by James Bolam), who fancied himself a playwright of world renown but ended up a hack journalist and bankrupt among the lice and fleas of a London already beset by the plague and soon to be engulfed in flames. Through Greene's eyes we see not only Marlowe and Shakespeare as a couple of stage-door likely lads on the make, but a vastly more sinister network of political intrigue and sudden death. Greene's hatred for the Bard of Avon, or Shagasta as he calls him, is equalled only by his rage at being forever in the wings at political events he cannot quite grasp. There are strong echoes of Stoppard's "Rosencrantz and Guildenstern" and of Shaffer's "Amadeus," but Allen manages to reassemble the jigsaw into a backstage thriller of considerable fascination, and Craig's immensely agile production augurs well for the future of this Warehouse production.

osity about which will opt for early retirement.

Hamon, who based this play on the experiences of his father-in-law, would seem to be telling us that it is not a terribly good idea to take a lot of skilled men and throw them together in the living death of a tool-room from which all the tools have been removed, because nobody seems to want what they can manufacture. A strong cast of character men under Roland Oliver as the foreman do their best to make us believe that there is something socially significant going on, but it's nothing that hasn't been done better in scores of television documentaries about unemployment.

At the Donmar Warehouse in Covent Garden, David Kernan's late-night cabaret season is presenting a loving tribute to Ethel Merman. The star is Libby Morris, who wonderfully evokes the golden foghorn that was Merman's voice through 40 of the greatest songs ever written by Porter, Berlin, Sondheim and the Gershwins. Who, as Merman used to enquire, could ask for anything more?



Disembodied arm beats secretary to the phone in "Funny People II."

## Uys's Candid Camera Enlivens "Funny People II"

By Thomas Quinn Curtiss

PARIS — The South African cineaste Jamie Uys rose to international renown three years ago when his "The Gods Must Be Crazy" was sneaked by its cautious distributors into a small Parisian cinema. Attendance jumped, more prints of the film were prepared and soon it was playing to capacity in the big cinemas of the Champs-Élysées and the boulevards. Its initial success in France has been repeated everywhere it has been shown.

"The Gods Must Be Crazy" was shot in Botswana with an amateur cast and at low cost. Its engaging simplicity and happy realization of hilarious concepts — it tells how the tranquility of a Bushman settlement is disturbed when an empty Coca-Cola bottle is tossed from a passing airplane — were the elements that transformed it into a hit.

That Uys is an expert at providing comic absurdity is demonstrated again in his new movie, "Funny People II," a spoof of human credulity set in an African metropolis (playing in Paris as "Les Anges se font la gueule").

With hidden cameras, Uys records the victims of practical jokes. A fat woman makes a habit of feigning faints and falling heavily into the arms of male passers-by. A rookie secretary sees a statue of an arm on her desk and thinks no more of it. The telephone rings and she would answer it, but the arm gets hold of the receiver before she can. The muscle-builders in a gym are unable to execute their feats of strength because their weights have been tampered with. Shoppers

return to parking lots just in time to prevent their cars from going on auction. Dogs have their paws fitted into carpet slippers and must learn to walk again, but a wise cat strips off the footwear and scampers away.

The incidents bear no relation to one another, the form being that of a revue. The players, being untrained, perform straight. Joe Stewardson as commentator introduces the gag sessions and in an epilogue warns the spectator to be wary of concealed cameras and con artists.

Clean humor is not the only sort that sells, as the success of the French film "Gros Déjeuners" attests. This repellent nonsense — the title, very roughly, means "Big Stab" — is as gross as it can be. Its sole purpose appears to be the employment in monologues of the obese Maurice Risch, the use of all words that are excluded from polite conversation and the repetition of them ad nauseam.

Inspired by the drawings of the cartoonist Reiser, the venture is a sort of sequel to "Vive les Femmes," a theater revue, and later film, in which Risch created the monster of the title. Before he took to walking around in soiled underwear, exposing his swollen belly and with a cigarette dangling from his lips, Risch was a stage comedian of singular talent. The prosperity of his recent vehicles has converted him into an offensive clown. It is reported that this sniggering burlesque show by Bruno Zincone, like its forerunner, is favored by young audiences, but one wonders how young Risch

making his way into the ladies room and insulting a woman might evoke giggling from nasty and slightly imbecilic 8-year-olds.

The better films from the Soviet Union recently have come from Georgia. "Blue Mountains" by Eldar Chugelaia was screened in the Directors' Fortnight section of the Cannes festival and is due for Continental release soon. Among other things, it refutes the idea that Russian drama and movies are as grim as an undertaker's parlor. There is salty satire in this account of an author's adventures placing his manuscript with a state publisher. The publishing house is a gigantic joke — the building falls down before the film has finished. Many of the sequences had the Cannes spectators rocking with glee.

Chugelaia stated his code in a recent magazine article that other directors might read to their profit:

"I always try to make the most conventional characters who behave in unrealistic ways the most believable and sincere. Whatever it is, every detail should be realistic and believable. I have the feeling that at any moment an abrupt change could take place in my career and that I could make a film that would be different from all I have done. I would make the change without hesitation. I would not be betraying my style, for there is only one style: trust to life, to one's eyes, to one's feelings."

"Blue Mountains" has true style, an independent viewpoint and a sense of humor that is impossible to resist.

## DOONESBURY



## Mostly Mozart Festival Opens With Work Found in 1982

The Associated Press

NEW YORK — The 19th Mostly Mozart Festival began its seven-week run with the U.S. performance of a symphony that scholars believe the composer wrote when he was 12.

About 2,500 people gathered in Lincoln Center's north plaza Monday to hear the Symphony in A minor, K.16a, Gerard Schwarz conducted the Mostly Mozart Festival Orchestra. The free, 45-minute concert, billed as an "open-air rehearsal," also included one movement from Salieri's "Concerto for Oboe and Flute" and Mozart's "Hafner Symphony."

receptor, said the 12-minute Symphony in A minor was discovered in Denmark in 1982.

"It was written down by a professional copyist and said Mozart on it," he said. "No one is positive this symphony is by Mozart," Schwarz said. "I think it is, and uncorrected by his father. I think his father would have corrected some sequences that go on too long, and some uncomfortable modulations."

This year's festival includes 44 concerts. Once a week there are "Mostly Mozart Meet-the-Artist Suppers," in which one may buy a ticket for a preconcert meal with festival soloists.

| NYSE Most Actives |       |     |        |       |
|-------------------|-------|-----|--------|-------|
| Vol.              | High  | Low | Last   | Chg.  |
| AT&T              | 17232 | 34  | 29 1/2 | - 3/4 |
| Amgen             | 17232 | 34  | 29 1/2 | - 3/4 |
| IBM               | 17232 | 34  | 29 1/2 | - 3/4 |
| Boeing            | 17232 | 34  | 29 1/2 | - 3/4 |
| General           | 17232 | 34  | 29 1/2 | - 3/4 |
| Johnson           | 17232 | 34  | 29 1/2 | - 3/4 |
| McDonald          | 17232 | 34  | 29 1/2 | - 3/4 |
| Merck             | 17232 | 34  | 29 1/2 | - 3/4 |
| Microsoft         | 17232 | 34  | 29 1/2 | - 3/4 |
| Oracle            | 17232 | 34  | 29 1/2 | - 3/4 |
| Rockwell          | 17232 | 34  | 29 1/2 | - 3/4 |
| Sealed Air        | 17232 | 34  | 29 1/2 | - 3/4 |
| Spacelabs         | 17232 | 34  | 29 1/2 | - 3/4 |
| Union Pacific     | 17232 | 34  | 29 1/2 | - 3/4 |
| Veritas           | 17232 | 34  | 29 1/2 | - 3/4 |
| Wendover          | 17232 | 34  | 29 1/2 | - 3/4 |
| WorldCom          | 17232 | 34  | 29 1/2 | - 3/4 |
| Yale              | 17232 | 34  | 29 1/2 | - 3/4 |
| Zenith            | 17232 | 34  | 29 1/2 | - 3/4 |

| Dow Jones Averages |         |         |         |         |        |
|--------------------|---------|---------|---------|---------|--------|
| Open               | High    | Low     | Last    | Chg.    |        |
| Indus              | 1334.60 | 1333.67 | 1333.40 | 1321.91 | + 1.50 |
| Transp             | 1735.14 | 1734.68 | 1734.50 | 1734.50 | + 0.14 |
| Utilities          | 156.03  | 157.21  | 156.82  | 157.01  | + 0.19 |
| Comp               | 551.85  | 555.55  | 548.97  | 550.13  | + 1.17 |

| NYSE Index  |         |         |         |        |
|-------------|---------|---------|---------|--------|
| Composite   | High    | Low     | Close   | Ch'ge  |
| Industrials | 1111.92 | 1108.78 | 1108.81 | - 3.11 |
| Utilities   | 156.03  | 157.21  | 156.82  | - 0.21 |
| Transp.     | 1735.14 | 1734.68 | 1734.50 | - 0.64 |
| Health      | 68.71   | 69.62   | 69.62   | - 0.91 |
| Finance     | 101.77  | 102.62  | 102.62  | - 0.85 |

| NYSE Diaries |            |            |            |      |
|--------------|------------|------------|------------|------|
| Class        | Prev.      | Chg.       | Vol.       | Chg. |
| Advanced     | 696        | 698        | 698        | 2    |
| Declined     | 827        | 827        | 827        | 0    |
| Unchanged    | 459        | 459        | 459        | 0    |
| Total Issues | 2986       | 2972       | 2972       | -14  |
| New Highs    | 11         | 12         | 12         | 1    |
| New Lows     | 7          | 7          | 7          | 0    |
| Volume up    | 3,007,180  | 3,007,180  | 3,007,180  | 0    |
| Volume down  | 30,777,778 | 30,777,778 | 30,777,778 | 0    |

| Dow Jones Bond Averages |       |  |  |  |
|-------------------------|-------|--|--|--|
| Class                   | Ch'ge |  |  |  |
| Bonds                   | 82.31 |  |  |  |
| Utilities               | 78.13 |  |  |  |
| Industrials             | 82.31 |  |  |  |

| Odd-Lot Trading In N.Y.  |         |        |        |        |
|--|---------|--------|--------|--------|
| July 8   | Buy     | Sold   | Net    | Ch'ge  |
| July 9 <td>190,560</td> <td>41,871</td> <td>1,537</td> <td>1,537</td>    | 190,560 | 41,871 | 1,537  | 1,537  |
| July 10 <td>190,560</td> <td>27,018</td> <td>956</td> <td>956</td>       | 190,560 | 27,018 | 956    | 956    |
| July 11 <td>190,560</td> <td>38,445</td> <td>1,991</td> <td>1,991</td>   | 190,560 | 38,445 | 1,991  | 1,991  |
| July 12 <td>190,560</td> <td>43,139</td> <td>1,561</td> <td>1,561</td>   | 190,560 | 43,139 | 1,561  | 1,561  |
| July 13 <td>190,560</td> <td>45,801</td> <td>10,000</td> <td>10,000</td> | 190,560 | 45,801 | 10,000 | 10,000 |

|                                |  |  |  |  |
|--------------------------------|--|--|--|--|
| *included in the sales figures |  |  |  |  |
|--------------------------------|--|--|--|--|

| Tuesday's NYSE Closing  |  |  |  |  |
|---|--|--|--|--|
| Vol. of P.M. 99,666,000   |  |  |  |  |
| Prev. 4 P.M. vol. 63,678,000  |  |  |  |  |
| Prev consolidated close 102,625,000   |  |  |  |  |
| Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. |  |  |  |  |
| Via The Associated Press  |  |  |  |  |

| AMEX Diaries |           |           |           |      |
|--------------|-----------|-----------|-----------|------|
| Class        | Prev.     | Chg.      | Vol.      | Chg. |
| Advanced     | 228       | 223       | 223       | -5   |
| Declined     | 228       | 228       | 228       | 0    |
| Unchanged    | 228       | 228       | 228       | 0    |
| Total Issues | 780       | 771       | 771       | -9   |
| New Highs    | 8         | 8         | 8         | 0    |
| New Lows     | 8         | 8         | 8         | 0    |
| Volume up    | 2,513,150 | 2,513,150 | 2,513,150 | 0    |
| Volume down  | 2,494,860 | 2,494,860 | 2,494,860 | 0    |

| NASDAQ Index |          |          |        |        |
|--------------|----------|----------|--------|--------|
| Class        | Week Ago | Year Ago | Chg.   | Vol.   |
| Composite    | 297.15   | 286.24   | 297.15 | 297.15 |
| Industrials  | 352.21   | 340.29   | 352.21 | 352.21 |
| Finance      | 283.30   | 287.28   | 283.30 | 283.30 |
| Insurance    | 354.30   | 354.30   | 354.30 | 354.30 |
| Utilities    | 295.36   | 295.36   | 295.36 | 295.36 |
| Volume up    | 1177     | 1177     | 1177   | 1177   |
| Volume down  | 262.16   | 262.16   | 262.16 | 262.16 |

| AMEX Most Actives |         |         |         |       |
|-------------------|---------|---------|---------|-------|
| Vol.              | High    | Low     | Last    | Chg.  |
| BAT in            | 455 1/4 | 455 1/4 | 455 1/4 | - 1/4 |
| TevAr             | 239 1/4 | 239 1/4 | 239 1/4 | - 1/4 |
| Echob S           | 237 1/4 | 237 1/4 | 237 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |
| GenCo             | 151 1/4 | 151 1/4 | 151 1/4 | - 1/4 |

## Dow Average Down 6.50 Points

United Press International

NEW YORK — Prices on the New York Stock Exchange finished lower Tuesday. Analysts attributed the decline to uncertainty about the U.S. economic outlook.

The Dow Jones industrial average fell 6.50 to 1,321.91 and declining stocks outnumbered advancing ones by a 4-3 ratio. Volume increased to 99.1 million shares from 83.7 million Monday.

Analysts said the market took some encouragement from a late morning report that President Ronald Reagan is willing to accept some cuts in military spending to break the impasse on the federal budget.

But stock prices headed back down later in the afternoon when reports spread that a Merrill Lynch analyst had lowered his earnings estimates for IBM. IBM was one of the session's biggest losers, down 2 1/4 to 121 1/4.

The resignation of David A. Stockman from the Office of Management and Budget had little discernible impact on the stock market, although the bond market weakened slightly on the news.

Monte Gordon, economist at Dreyfus Corp., said despite news that President Reagan apparently is willing to accept some cuts in military spending, the market is suspicious because the economic assumptions on which the package is based, Mr. Gordon said.

"A lot of those fairly optimistic assumptions on the economy's growth rate are now being questioned," Mr. Gordon said.

Mr. Gordon said the Federal Open Market

Committee, the policy-making arm of the Federal Reserve, which met Tuesday and will meet again Wednesday, probably will "stay neutral" and not take overt actions to push interest rates down from current levels.

Some analysts remained optimistic, however. "The market is gearing up to take out 1,400 on the Dow Jones industrial average and will do so shortly," said Harry Villac of Suto & Co., Palo Alto, California. "We could have one very smart summer rally," he said.

AT&T was the most active issue, losing 1/4 to 23 1/4. Richardson Vicks followed, adding 1/4 to 36 1/4.

American Hospital Supply was third, off 1/4 to 40 1/4. Baxter Travenol Laboratories reportedly is trying to mitigate antitrust concerns of American Hospital's board about Baxter's \$3.6-billion bid for the company. Baxter Travenol added 1/4 to 15 1/4.

In addition to IBM, other technology stocks also weakened. Digital Equipment lost 1 1/4 to 92 1/4. Sperry said 1 1/4 to 51 1/4. Burroughs lost 1/4 to 57 1/4 and Cray Research eased 1/4 to 84 1/4. Sony Corp. declined 1/4 to 16.

CBS added 1/4 to 116. It reported its second-quarter final net income was \$69.3 million, or \$2.33 a share, vs. \$88.6 million, or \$2.98 a share. International Paper lost 1/4 to 48 after reporting its second-quarter net earnings fell to 57 cents a share vs. \$1.21 a share.

Eastman Kodak dropped 1/4 to 45 1/4. It announced plans to enter the fiber-optics market through a newly formed division.

RCA fell 1 1/4 to 45 1/4 and MCA rose 1 1/4 to 64 on news the companies halted merger talks late last week. MCA was a big loser Monday.

## Tuesday's NYSE Closing

Vol. of 4 P.M. 71,600,000

Prev. 4 P.M. vol. 70,250,000

Prev. consolidated close 102,650.00

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

Via The Associated Press

| NYSE Index |        |        |       |        |        |        |       |        |        |
|------------|--------|--------|-------|--------|--------|--------|-------|--------|--------|
| High       | Low    | Close  | Chg.  | Vol.   | High   | Low    | Close | Chg.   | Vol.   |
| 111.22     | 110.78 | 110.88 | -0.41 | 111.22 | 110.78 | 110.88 | -0.41 | 111.22 | 110.78 |
| 110.78     | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 |
| 110.78     | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 |
| 110.78     | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 |
| 110.78     | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 |
| 110.78     | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 |
| 110.78     | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 |
| 110.78     | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 |
| 110.78     | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 | 110.78 | -0.41 | 110.78 | 110.78 |

## AMEX Diaries

Class Prev.

Advanced 228 228

Declined 228 228

Unchanged 228 228

New Highs 228 228

New Lows 228 228

Volume up 2,513,535

Volume down 2,540,800

| NASDAQ Index |        |       |        |        |        |       |        |        |        |
|--------------|--------|-------|--------|--------|--------|-------|--------|--------|--------|
| Class        | Chg.   | Prev. | High   | Low    | Close  | Chg.  | Prev.  | High   | Low    |
| Composite    | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 |
| Industrials  | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 |
| Technology   | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 |
| Finance      | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 |
| Health       | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 |
| Energy       | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 |
| Telecom      | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 |
| Transport    | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 |
| Other        | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 | -0.45 | 297.60 | 297.15 | 297.15 |

## AMEX Most Actives

Vol. High Low Last Chg.

AT&T 4574 45 44 1/2 44 1/2 - 1/2

Amgen 228 228 228 228 -0.41

IBM 110 110 110 110 -0.41

Boeing 110 110 110 110 -0.41

General 110 110 110 110 -0.41

Johnson 110 110 110 110 -0.41

McDonald 110 110 110 110 -0.41

Merck 110 110 110 110 -0.41

Microsoft 110 110 110 110 -0.41

Oracle 110 110 110 110 -0.41

Rockwell 110 110 110 110 -0.41

Sealed Air 110 110 110 110 -0.41

Spacelabs 110 110 110 110 -0.41

Union Pacific 110 110 110 110 -0.41

Veritas 110 110 110 110 -0.41

Wendover 110 110 110 110 -0.41

WorldCom 110 110 110 110 -0.41

Yale 110 110 110 110 -0.41

Zenith 110 110 110 110 -0.41

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**Tuesday's  
NYSE  
Closing**

Tables include the nationwide price up to the closing on Wall Street and do not reflect late trades elsewhere.

| 12 Month |     | Stock | Div. | Yld. | PE | Sig. |      | Close |
|----------|-----|-------|------|------|----|------|------|-------|
| High     | Low |       |      |      |    | Yrs  | High |       |

(Continued from Page 8)

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| 1970 | 1971 | 1972 | 1973 | 1974 | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 | 2036 | 2037 | 2038 | 2039 | 2040 | 2041 | 2042 | 2043 | 2044 | 2045 | 2046 | 2047 | 2048 | 2049 | 2050 | 2051 | 2052 | 2053 | 2054 | 2055 | 2056 | 2057 | 2058 | 2059 | 2060 | 2061 | 2062 | 2063 | 2064 | 2065 | 2066 | 2067 | 2068 | 2069 | 2070 | 2071 | 2072 | 2073 | 2074 | 2075 | 2076 | 2077 | 2078 | 2079 | 2080 | 2081 | 2082 | 2083 | 2084 | 2085 | 2086 | 2087 | 2088 | 2089 | 2090 | 2091 | 2092 | 2093 | 2094 | 2095 | 2096 | 2097 | 2098 | 2099 | 2100 | 2101 | 2102 | 2103 | 2104 | 2105 | 2106 | 2107 | 2108 | 2109 | 2110 | 2111 | 2112 | 2113 | 2114 | 2115 | 2116 | 2117 | 2118 | 2119 | 2120 | 2121 | 2122 | 2123 | 2124 | 2125 | 2126 | 2127 | 2128 | 2129 | 2130 | 2131 | 2132 | 2133 | 2134 | 2135 | 2136 | 2137 | 2138 | 2139 | 2140 | 2141 | 2142 | 2143 | 2144 | 2145 | 2146 | 2147 | 2148 | 2149 | 2150 | 2151 | 2152 | 2153 | 2154 | 2155 | 2156 | 2157 | 2158 | 2159 | 2160 | 2161 | 2162 | 2163 | 2164 | 2165 | 2166 | 2167 | 2168 | 2169 | 2170 | 2171 | 2172 | 2173 | 2174 | 2175 | 2176 | 2177 | 2178 | 2179 | 2180 | 2181 | 2182 | 2183 | 2184 | 2185 | 2186 | 2187 | 2188 | 2189 | 2190 | 2191 | 2192 | 2193 | 2194 | 2195 | 2196 | 2197 | 2198 | 2199 | 2200 | 2201 | 2202 | 2203 | 2204 | 2205 | 2206 | 2207 | 2208 | 2209 | 2210 | 2211 | 2212 | 2213 | 2214 | 2215 | 2216 | 2217 | 2218 | 2219 | 2220 | 2221 | 2222 | 2223 | 2224 | 2225 | 2226 | 2227 | 2228 | 2229 | 2230 | 2231 | 2232 | 2233 | 2234 | 2235 | 2236 | 2237 | 2238 | 2239 | 2240 | 2241 | 2242 | 2243 | 2244 | 2245 | 2246 | 2247 | 2248 | 2249 | 2250 | 2251 | 2252 | 2253 | 2254 | 2255 | 2256 | 2257 | 2258 | 2259 | 2260 | 2261 | 2262 | 2263 | 2264 | 2265 | 2266 | 2267 | 2268 | 2269 | 2270 | 2271 | 2272 | 2273 | 2274 | 2275 | 2276 | 2277 | 2278 | 2279 | 2280 | 2281 | 2282 | 2283 | 2284 | 2285 | 2286 | 2287 | 2288 | 2289 | 2290 | 2291 | 2292 | 2293 | 2294 | 2295 | 2296 | 2297 | 2298 | 2299 | 2300 | 2301 | 2302 | 2303 | 2304 | 2305 | 2306 | 2307 | 2308 | 2309 | 2310 | 2311 | 2312 | 2313 | 2314 | 2315 | 2316 | 2317 | 2318 | 2319 | 2320 | 2321 | 2322 | 2323 | 2324 | 2325 | 2326 | 2327 | 2328 | 2329 | 2330 | 2331 | 2332 | 2333 | 2334 | 2335 | 2336 | 2337 | 2338 | 2339 | 2340 | 2341 | 2342 | 2343 | 2344 | 2345 | 2346 | 2347 | 2348 | 2349 | 2350 | 2351 | 2352 | 2353 | 2354 | 2355 | 2356 | 2357 | 2358 | 2359 | 2360 | 2361 | 2362 | 2363 | 2364 | 2365 | 2366 | 2367 | 2368 | 2369 | 2370 | 2371 | 2372 | 2373 | 2374 | 2375 | 2376 | 2377 | 2378 | 2379 | 2380 | 2381 | 2382 | 2383 | 2384 | 2385 | 2386 | 2387 | 2388 | 2389 | 2390 | 2391 | 2392 | 2393 | 2394 | 2395 | 2396 | 2397 | 2398 | 2399 | 2400 | 2401 | 2402 | 2403 | 2404 | 2405 | 2406 | 2407 | 2408 | 2409 | 2410 | 2411 | 2412 | 2413 | 2414 | 2415 | 2416 | 2417 | 2418 | 2419 | 2420 | 2421 | 2422 | 2423 | 2424 | 2425 | 2426 | 2427 | 2428 | 2429 | 2430 | 2431 | 2432 | 2433 | 2434 | 2435 | 2436 | 2437 | 2438 | 2439 | 2440 | 2441 | 2442 | 2443 | 2444 | 2445 | 2446 | 2447 | 2448 | 2449 | 2450 | 2451 | 2452 | 2453 | 2454 | 2455 | 2456 | 2457 | 2458 | 2459 | 2460 | 2461 | 2462 | 2463 | 2464 | 2465 | 2466 | 2467 | 2468 | 2469 | 2470 | 2471 | 2472 | 2473 | 2474 | 2475 | 2476 | 2477 | 2478 | 2479 | 2480 | 2481 | 2482 | 2483 | 2484 | 2485 | 2486 | 2487 | 2488 | 2489 | 2490 | 2491 | 2492 | 2493 | 2494 | 2495 | 2496 | 2497 | 2498 | 2499 | 2500 | 2501 | 2502 | 2503 | 2504 | 2505 | 2506 | 2507 | 2508 | 2509 | 2510 | 2511 | 2512 | 2513 | 2514 | 2515 | 2516 | 2517 | 2518 | 2519 | 2520 | 2521 | 2522 | 2523 | 2524 | 2525 | 2526 | 2527 | 2528 | 2529 | 2530 | 2531 | 2532 | 2533 | 2534 | 2535 | 2536 | 2537 | 2538 | 2539 | 2540 | 2541 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| 2685 | 2686 | 2687 | 2688 | 2689 | 2690 | 2691 | 2692 | 2693 | 2694 | 2695 | 2696 | 2697 | 2698 | 2699 | 2700 | 2701 | 2702 | 2703 | 2704 | 2705 | 2706 | 2707 | 2708 | 2709 | 2710 | 2711 | 2712 | 2713 | 2714 | 2715 | 2716 | 2717 | 2718 | 2719 | 2720 | 2721 | 2722 | 2723 | 2724 | 2725 | 2726 | 2727 | 2728 | 2729 | 2730 | 2731 | 2732 | 2733 | 2734 | 2735 | 2736 | 2737 | 2738 | 2739 | 2740 | 2741 | 2742 | 2743 | 2744 | 2745 | 2746 | 2747 | 2748 | 2749 | 2750 | 2751 | 2752 | 2753 | 2754 | 2755 | 2756 | 2757 | 2758 | 2759 | 2760 | 2761 | 2762 | 2763 | 2764 | 2765 | 2766 | 2767 | 2768 | 2769 | 2770 | 2771 | 2772 | 2773 | 2774 | 2775 | 2776 | 2777 | 2778 | 2779 | 2780 | 2781 | 2782 | 2783 | 2784 | 2785 | 2786 | 2787 | 2788 | 2789 | 2790 | 2791 | 2792 | 2793 | 2794 | 2795 | 2796 | 2797 | 2798 | 2799 | 2800 | 2801 | 2802 | 2803 | 2804 | 2805 | 2806 | 2807 | 2808 | 2809 | 2810 | 2811 | 2812 | 2813 | 2814 | 2815 | 2816 | 2817 | 2818 | 2819 | 2820 | 2821 | 2822 | 2823 | 2824 | 2825 | 2826 | 2827 | 2828 | 2829 | 2830 | 2831 | 2832 | 2833 | 2834 | 2835 | 2836 | 2837 | 2838 | 2839 | 2840 | 2841 | 2842 | 2843 | 2844 | 2845 | 2846 | 2847 | 2848 | 2849 | 2850 | 2851 | 2852 | 2853 | 2854 | 2855 | 2856 | 2857 | 2858 | 2859 | 2860 | 2861 | 2862 | 2863 | 2864 | 2865 | 2866 | 2867 | 2868 | 2869 | 2870 | 2871 | 2872 | 2873 | 2874 | 2875 | 2876 | 2877 | 2878 | 2879 | 2880 | 2881 | 2882 | 2883 | 2884 | 2885 | 2886 | 2887 | 2888 | 2889 | 2890 | 2891 | 2892 | 2893 | 2894 | 2895 | 2896 | 2897 | 2898 | 2899 | 2900 | 2901 | 2902 | 2903 | 2904 | 2905 | 2906 | 2907 | 2908 | 2909 | 2910 | 2911 | 2912 | 2913 | 2914 | 2915 | 2916 | 2917 | 2918 | 2919 | 2920 | 2921 | 2922 | 2923 | 2924 | 2925 | 2926 | 2927 | 2928 | 2929 | 2930 | 2931 | 2932 | 2933 | 2934 | 2935 | 2936 | 2937 | 2938 | 2939 | 2940 | 2941 | 2942 | 2943 | 2944 | 2945 | 2946 | 2947 | 2948 | 2949 | 2950 | 2951 | 2952 | 2953 | 2954 | 2955 | 2956 | 2957 | 2958 | 2959 | 2960 | 2961 | 2962 | 2963 | 2964 | 2965 | 2966 | 2967 | 2968 | 2969 | 2970 | 2971 | 2972 | 2973 | 2974 | 2975 | 2976 | 2977 | 2978 | 2979 | 2980 | 2981 | 2982 | 2983 | 2984 | 2985 | 2986 | 2987 | 2988 | 2989 | 2990 | 2991 | 2992 | 2993 | 2994 | 2995 | 2996 | 2997 | 2998 | 2999 | 3000 |
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ASEAN  
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Agree to Raise  
Trade Credits

Private Machine Order  
Machine 2.1% in Japan

**NYSE Highs-Lows**[illegible]

Private Machine Order  
Machine 3.1% in Japan



## BUSINESS PEOPLE

ASEA Appoints  
Official to Promote  
R&D Work in U.S.

By Colin Chapman

International Herald Tribune

LONDON — ASEA AB, the Swedish electrical engineering group, has created the new post of scientific representative in the United States, and appointed Gunnar Holmdahl to it. ASEA said it took the action to strengthen "the company's surveillance and technical research and development in North America in areas of strategic importance."

Mr. Holmdahl is, at present, general manager of ASEA Information Systems in Vasteras, Sweden. He will move to New York Sept. 1.

ASEA has also announced some other senior appointments. Goran Holmquist, president of ASEA Svenska Forsaljning AB, is to become executive vice president of Gadelius KK, based in Tokyo. Gadelius, part of ASEA's Flakt subsidiary, has more than half its \$260 million in annual sales in Japan. He is to be succeeded by Kjell Gunnarsson.

The company has also promoted Hans Petren to be general manager of its regional office for the Middle East. Mr. Petren, previously president of ACEM-ASEA Contracting Co. and general manager of ASEA's Elmac-ASEA division, has been succeeded in both jobs by Lave Lindberg.

General Motors France has appointed a new president and director-general. He is Daniel P. Salles, at 37 the youngest chief executive that the unit of General Motors Corp. of the United States has ever had. He succeeds Thomas V. Chambers, who is returning to Detroit. Mr. Salles was previously head of GM's plant at Saint-Etienne, France.

William Schroth, head of its worldwide mechanical banking empire, based in New York. He succeeds the London-based Tony Constance, who also doubled as chief executive of the British subsidiary, Manufacturers Hanover Ltd., which has been the most important office in the group. Mr. Constance has resigned, and has yet to disclose his own plans. He said the parting was amicable.

Mr. Constance's London job is to be taken by Michael J.G. Neilson, currently an assistant managing director of Manufacturers Hanover Ltd. and he will be assisted by an executive committee of John L. Sullivan, named as deputy managing director, and Paul J. Maloy, assistant managing director.

Mr. Schroth previously headed Manufacturers Hanover's U.S. merchant-banking activities.

British Airways has appointed a London merchant banker as part-time deputy chairman succeeding Alex

ITT Corp. Picks President,  
Chief Operating Officer

Reuters

NEW YORK — ITT Corp. Tuesday named Edmund M. Carpenter, 43, president and chief operating officer and a director of the corporation. Dery C. Thomas, ITT's senior line manager in the services area, and M. Cabell Woodward Jr., chief financial officer, were both named vice chairmen.

The three will report to Rand V. Araskow, chairman and chief executive, who relinquished the post of president and chief operating officer.

Mr. Carpenter, who joined the company in 1981, will continue as president and chief executive officer of ITT Industrial Technology Corp. He will also succeed John W. Guilfoyle as president and chief executive of ITT Telecommunications.

Mr. Woodward, who is Robert A. Henderson, who is chairman of Kleinwort Benson Ltd. and deputy chairman of Cadbury Schweppes PLC.

Morgan Guaranty Trust Co. of New York has appointed George F. Baur as general manager of its subsidiary, Morgan Guaranty GmbH in Frankfurt. Mr. Baur's subsidiary will be expanding to take over the entire West German bond-trading operation of Morgan, now handled by the bank's Frankfurt office.

Morgan Grenfell & Co., the London merchant bank, has hired Alastair Buchanan as managing director of its new primary-dealer subsidiary, Morgan Grenfell Government Securities. Mr. Buchanan, a former director of the London International Financial Futures Exchange, comes from the London discount house of Catter Allen Holdings, where he has been chairman since 1981.

Safra, the South African shipping, freight and tourism group, has appointed Alastair Macmillan, a man with more than 20 directorships, as chief executive. Mr. Macmillan succeeds the late Marmion Marsh, and said that he will be giving up a number of his directorships to concentrate on the job of running Safra's major operations, Salmarine, Kersal and Renfreigh. He expects to retain his nonexecutive chairmanship of Rio Tinto, a post he held for a decade, while he was also chief executive.

Australia & New Zealand Banking Group has opened an office in Jakarta to represent both the ANZ and its British subsidiary, Grindlays Bank PLC. Morton Todd of Grindlays is to become the representative. East Australian Ltd., a subsidiary of Exxon Corp., has appointed a new management team to take over from Jim Kirk, who retires as managing director Sept. 30. Picked as the new managing director is Stuart McGill. John Schubert will be his deputy. Both men are 42, and both joined the company in 1969.

## Four Seasons Hotels Aim to Pamper Business Elite Confidence

(Continued from Page 9)

with a New York accounting and consulting firm specializing in hotels. Some markets — such as Houston, where Four Seasons has two hotels — are clogged.

The easing of inflation in the United States is at best a mixed blessing for hotel operators, who once counted on rising property values to recoup an investment in two or three years. Mr. Arnold said this could be a problem for Four Seasons because of its high costs.

"Their philosophy is that you don't cut corners," he said. "How do they maintain their image while being more efficient in their investments?"

Indeed, profits have been a problem. According to the company, they fell to \$4 million last year from \$6.8 million in 1983. For his part, leadore Sharp, the chairman and principal owner, maintains that the income slide is principally the result of some hard-headed financial restructuring, basically buying down a previously heavy debt load, which was incurred during a period of rapid expansion in the late 1970s.

The company is adhering to a corporate strategy that it hopes will shore up its bottom line. Rather than cutting back, as many hotel companies did earlier in this decade, it spent \$25 million to bring the consistency of its hotels to one level. It cut its heavy debt load by more than 25 percent and sharply increased its fixed-rate financing.

It also now carefully limits its share of investment in a single project to 25 percent. The idea is to sell hotel management expertise rather than playing the real estate game that benefited it greatly years ago. Its partners in the hotel agreements are generally big real estate developers, such as Canada's Cadillac Fairview.

Financial nimbleness has become something of a watchword. Well before a property becomes economically unattractive, the company sells off its chunk of the hotel, generally at a profit, and then continues to run it under a lucrative management contract.

But the key strategy is to maintain top quality. The charm of a Four Seasons Hotel is its combination of polished luxury and North American informality. It is evident in the airy, plant-filled lobby of its Vancouver Four Seasons Hotel, in the expansive rooms in its Inn on the Park in London, and in the fine Oriental carpeting in the elevators of the Montreal hotel. Standard Four Seasons features include complimentary limousine service, 24-hour room service and a system whereby returning guests are greeted by name on arrival and doled out favors, such as fruit, wine and chocolates.

The public's growing interest in health has been noted. Almost all Four Seasons hotels have pools and health clubs. Jogging maps are provided in each room and a low-calorie gourmet cuisine is now available, offering such things as linguine with lobster and saffron sauce, at 315 calories. Small dark bars have been removed in favor of light, airy lounges where tea flows more freely than gin.

The company's oft-stated goal is to operate the finest hotel wherever it operates. "We want Four Seasons to become the brand name for quality," said Mr. Sharp.

So do many other companies, however, sometimes achieving elegance comparable to — or exceeding — Four Seasons'. The Mandarin Oriental Hotel Group of Hong Kong has three hotels in institutional investor's top 50, including the two best in the world, the Oriental in Bangkok and the Mandarin in Hong Kong. Inter-Continental has three, and Hong Kong's Regent Group, two.

Such tough competition notwithstanding, Four Seasons has come a long way since its modest beginnings. Mr. Sharp decided almost 25 years ago to build a lodging that had the comfort and convenience of a motel in the city. The first Four Seasons, long since sold, was a two-story, 125-room motor lodge.

The chain's second hotel, built in 1963, was quite different. Toronto's Inn on the Park was a luxury hotel aimed at business travelers,

built in what then amounted to a cow pasture north of Toronto, following the trend of suburbanization. But it paid off: Planners of business meetings appreciated having a first-class hotel far from the distractions of downtown.

In the mid-1960s Four Seasons was offered the opportunity to invest in, and manage, a new hotel beside London's Hyde Park. Mr. Sharp snapped up the chance, arguing that the apparent glut of London luxury hotels did not supply North American-style informality. What he wanted to do was eliminate old-style, heavy European grandeur — without cutting luxury. Today, he says, occupancy at the hotel, Inn on the Park, is almost always above 90 percent.

The emphasis on quality continued. But there were also missteps. In the 1960s Four Seasons became involved with ITT Corp.'s Sheraton in building a hotel complex in Toronto. It was too big for Four Seasons to feel comfortable with — swelling to 1,450 rooms — and consultants were not the top executives it was seeking to cultivate. It bailed out in 1976.

It faced other problems over the years. A fire at the Toronto Inn on the Park in 1981 killed six persons. And in late May the Four Seasons was one of six hotels in Ottawa charged by the Canadian government with colluding to fix prices charged to public servants.

The company's emphasis on luxury has been the cornerstone of its strategy, but that luxury is not for everybody. These are among the most expensive hotel lodgings in the world, and most companies limit such accommodations to their top brass. Second, some executives prefer a shade less poshness and pampering.

On the same recent morning that executives were conversing in the Pierre, James Robb, a leading Montreal lawyer, was having breakfast across Fifth Avenue at the Plaza, not exactly a shabby address. "My secretary was going to put me in the Pierre, but I asked to be switched to the Plaza," he says.

Phillips Reorganizes Management

United Press International

BARTLESVILLE, Oklahoma — Phillips Petroleum Co. announced plans Tuesday to reorganize its top management, cutting the number of officers and combining some operations to make the company "a more efficient operation."

"This reorganization will make us a more efficient operation by shortening the distance between company leadership and the operating units where the work gets done," C.J. Silas, chairman and chief executive officer, said.

The changes at Phillips, which earlier this year underwent an \$8-billion reorganization to ward off two hostile takeover attempts, include a reduction in upper-level executives and the transfer of several officers to new positions.

Phillips also will combine the company's petroleum products and chemicals operations into a single unit, consolidate some support staff services and place research and high-technology activities under one executive.

Mr. Silas said the streamlining, which will include the merging of Phillips' engineering and corporate staffs, will "eliminate duplicate staffing in support functions, such as accounting and administrative services."

"By reducing the number of officers from 26 to 21 and consolidating many of our activities, we will be putting more accountability on our senior officers and putting them in close touch with the people and activities they manage," he said.

In Economy  
Falls in U.S.

Reuters

NEW YORK — American business leaders are substantially less confident about economic conditions now than they were in the first quarter, according to a study by the Conference Board, a research organization.

The Conference Board said Monday that its business confidence index, which reflects both expectations about the future and appraisals of current conditions, fell to 52, nine points below its level three months ago and its lowest level since the second quarter of 1982.

The study found that one-third of those surveyed believed that the U.S. economy was in worse shape now than six months ago, compared with only one-tenth in the first quarter.

One-third of the respondents expected business conditions to improve in the next six months, and one-quarter expected them to worsen.

The survey suggested that economic weakness was widespread, with only the sectors of construction and financial services, which are sensitive to interest rates, showing strength.

International Paper  
Cuts 1,000 Workers

Reuters

NEW YORK — International Paper Co. said Tuesday that it had cut its salaried work force by 1,000 employees, 80 percent of whom accepted voluntary retirement as of July 1.

The company said its earnings fell 67 percent in the second quarter to \$35.2 million from \$67 million. Sales remained at \$1.2 billion. International Paper blamed the decline on weak pricing levels in most product lines.

## Executive Fitness Related to Corporate Health

(Continued from Page 9)

company's fitness center in London. One hundred and fifty Rank Xerox employees use the facilities a day.

ITT Europe Inc., which started its health-enhancement program in March, still is counting on employee enthusiasm. "We don't have awards because enthusiasm is so great," says Dr. Ulrich Wagmann, the company's medical director. Out of ITT's 600 employees, 371 have enrolled in HEP.

Some companies, such as ITT Europe, do not mind executives taking off from work to keep fit. But employees at Marks & Spencer can only use the facilities outside working hours, unless they are on a high-risk factor list.

British companies have not spent money for corporate fitness the way that some of their U.S. counterparts have. Marks & Spencer, for instance, invested £10,000 (\$13,400) to buy training equipment when it started its fitness program eight years ago, one of the first British companies to do so.

Fitness For Industry estimates that on average, British companies will invest a maximum of £100,000 in a fitness center. By contrast, Houston-based Conoco Inc. spent \$3 million for a fitness center and Tenneco Inc. invested \$11 million in a facility.

U.S. companies argue that fitness programs decrease their health insurance costs because of a decreased number of claims. According to Tenneco, the average yearly health-insurance claim for women enrolled in the fitness program is \$639.07, more than half the yearly claim of \$1,335.83 a year for those who do not exercise. For men, the average claim for non-exercisers

was \$1,003.87, compared with \$561.68 for those who exercise.

There is less financial incentive for British companies to provide fitness programs because, unlike in the United States, they do not pay their employees' health bills; the government does. "Why should governments pay the bill for the stress companies inflict on their employees?" says Cary Cooper, a professor at the University of Manchester Institute of Technology (UMIST) and the author of several books on executive stress.

According to Fitness For Industry, fitness programs in the British corporate market are just starting to take off. Out of 24 fitness centers conceived and managed by Fitness For Industry, six are in-house company projects and the other 18 are in hotels.

"When we started in 1981, we thought companies would leap at the idea. Instead, hotels were the ones that were first interested," said the group's director, Mr. Thorpe. "Only now companies are beginning to be more interested."



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Reuters

BERLIN — East and West Germany have signed an interest-free trade credit agreement, and Western diplomats described it as a sign of stability in the relations between the two countries.

The arrangement allows each country a trade deficit of up to the equivalent of 850 million Deutsche marks (\$285 million) a year over the next five years without interest.

The present "swing," 600 million marks, which expires this year, was used mostly by East Germany to purchase consumer goods and machinery. But last year, as East German purchases stagnated and sales increased, East Berlin's drawn credit averaged less than a third of its option.

West German officials, hoping for more East German purchases of capital goods, said the signing of the agreement on Friday in East Berlin was a good omen for trade.

Private Machine Orders  
Decline 8.1% in Japan

Reuters

TOKYO — Japan's private sector machinery orders, excluding ships, fell 8.1 percent in May to a seasonally adjusted 632.33 billion yen (\$2.56 billion) from 688.29 billion yen in April, the Economic Planning Agency said Tuesday.

Unadjusted, May orders were up 4 percent from a year earlier after 28.1-percent year-to-year decline in April, the agency said.















## BUSINESS ROUNDUP

## CBS Profit Fell 32.4% in First Half G.J. Coles

## Makes Bid For Myer

**The Associated Press**  
NEW YORK — CBS Inc. said Tuesday that its second-quarter profit fell 32.4 percent from a year ago on a 3.3-percent gain in revenue.

The company, currently the target of a hostile takeover bid by Ted Turner, said that its net income for the three months ended June 30 totaled \$69.3 million, or \$2.33 a share, compared with \$88.6 million, or \$2.98 a share, in the like period a year ago.

Revenue came to \$1.23 billion, compared with \$1.19 billion for the second quarter of 1984.

For the first six months of 1985, net income fell 32.4 percent to \$69.3 million, or \$2.33 a share, from \$127.5 million, or \$4.29 a share. Revenue for the six months edged up to \$2.35 billion from \$2.34 billion.

The company blamed its poor profit performance on costs associated with the disposal of its musical instruments operations, which were discontinued in 1984. CBS did not

disclose the amount of those costs in its earnings statement.

The company also cited continuing softness in the recorded music business, interest expenses and the anticipated adverse effect of its acquisition earlier this year of Ziff Davis Publishing Co.'s consumer magazines on the results of CBS's publishing group.

In addition, CBS noted disappointing toy sales and costs associated with a continuing restructuring of CBS toys.

CBS chairman, Thomas H. Wynn, said in a prepared statement, "More than half of the decline in second-quarter net income reflected one-time-only charges. On the plus side, we are particularly pleased with the performance of the CBS Broadcast Group, which not only set a record in operating profits for any quarter in its history but also reported the largest quarterly operating profit of any broadcasting entity ever."

In the three-month period, the broadcast group's profit rose 14

percent to \$181.1 million and revenue rose 10 percent to \$737.2 million, CBS said.

Last week, CBS, in a bid to thwart Mr. Turner's takeover effort, offered to buy 21 percent of its stock from shareholders for \$150 a share in cash and notes. The offer expires July 31.

In response, Mr. Turner asked the U.S. government to approve his license-transfer application by July 15 so CBS shareholders can consider his bid for their stock at the same time they consider the stock-buyback offer made by CBS.

Mr. Turner on Friday also asked the Federal Communications Commission to declare that CBS's offer "will constitute a transfer of control of CBS" and to delay the offer by forcing CBS to go through a lengthy approval process.

Mr. Turner is offering securities, but no cash, that he values at \$175 for each CBS share. Some Wall Street analysts, however, have valued the Turner offer closer to \$150 a share.

## G.J. Coles Makes Bid For Myer

**MELBOURNE — G.J. Coles & Co.** announced on Tuesday a bid for Myer Emporium Ltd., another retail group, worth \$40.56 million Australian dollars (\$567.94 million).

Coles directors told the stock exchange that the company holds 18.4 percent of Myer, which has been the subject of takeover rumors and heavy buying in recent weeks.

Coles is offering either three dollars in cash for each Myer's ordinary share or one Coles ordinary share and 2.30 dollars cash for two Myer's shares.

The bid values Myer at about \$40.56 million dollars, based on its total of 280.15 million issued shares. Coles, a major food and general merchandise retailer, is seeking the portion of the shares it does not already own.

Myer shares finished at 2.80 dollars on the Melbourne Stock Exchange, up two cents from Monday, with more than 5.6 million shares traded. Coles shares closed at 3.88 dollars, an increase of three cents.

Coles said that part of its Myer stake is subject to foreign investment regulations because about 20 percent of Coles is held by K mart Corp. of Troy, Michigan.

Coles said it had proposed on Tuesday to Myer representatives a total takeover by an undersigned Coles associate company.

Myer said its directors made no commitment to Coles and added that they already had held acquisition talks with other companies, including Woolworth Ltd.

"These discussions, if successful, could lead to closer links between Woolworth and Myer, and/or an offer by either one for the other," Myer said in a prepared statement.

## Consafe Predicts 1985 Loss; Talks With Creditors

**By Juris Kaza**  
**International Herald Tribune**

STOCKHOLM — Consafe AB, the Swedish company specializing in offshore housing and special services platforms, opened talks Tuesday with its largest creditors after revising its 1985 loss forecast sharply higher.

The Gothenburg-based company said Monday that it expects a loss of 300 million to 400 million kroner (\$34.64 million to \$46.18 million) in 1985 compared with an earlier forecast that it would break even. Consafe had a profit of 98 million kroner in 1984.

Trading in Consafe shares was suspended for one day Monday pending the earnings announcement, and share prices plummeted 50 percent when trading resumed Tuesday. They finished at 53 kroner Tuesday on the Stockholm Stock Exchange, down from 124 kroner on Friday.

Analysts, however, said, the sharp drop did not mean the market expected the company to seek

legal protection from its creditors.

As a result of the expected higher losses, Consafe apparently will have difficulty servicing its heavy debt load, including about 2 billion kroner in bank loans guaranteed by Göteborgs Arrendal AB, the government-owned shipyard that has built seven Consafe platforms and vessels since 1981.

Founded by Christer Ericsson, a former naval officer and sea captain who still is the company's largest shareholder, Consafe owns 18 movable platforms and vessels for leasing to oil producers and exploration teams.

One analyst at a major Stockholm bank said that, in contrast to last December's decision by Saleninvest AB shipping group to seek protection from its creditors, the Swedish government and other creditors have a strong interest in helping the offshore services group survive its apparent cash-flow difficulties.

Saleninvest sought protection from creditors after efforts to nego-

tiate a rescue package with banks and the Swedish government failed.

"This is the perfect case for a Chrysler-type bailout," he said. "It would be something like a reasonably long soft loan with a government guarantee."

The Detroit automaker was in serious financial trouble in 1980 when it began a turnaround using contract concessions and \$1.2 billion in loans backed by the U.S. government.

The analyst noted that Consafe is a unique company offering a range of offshore equipment and services, with potential Swedish markets in the North Sea and Southeast Asia.

Analysis linked Consafe's crisis to falling oil prices and the resulting weakness of the market for offshore equipment and services.

But they said that in the long run, the company's skills in providing offshore equipment and services would prove profitable as Norway's development of North

Sea oil fields enters a new phase and when worldwide exploration revives once oil prices steady.

Consafe indicated Monday that it would seek fresh capital through a new share issue that would be subscribed and guaranteed by "outside interests" if an agreement was reached with major creditors.

Mr. Ericsson met Tuesday with representatives of the Swedish Department of Industry, Göteborgs Arrendal and its government-owned parent company, Swedyard Corp. A Consafe spokeswoman declined comment on the meeting's outcome, but said another session had been set for Friday and indicated that talks would continue into next week.

Mr. Ericsson began Consafe as a supplier as offshore housing platforms during the 1970s and made a public offering of Consafe shares only in 1983.

In London, analysts said Consafe's difficulties were not the source of great concern since it is not traded on foreign markets.

## IH France Said To Plan Cutback

**PARIS — International Harvester France**, a subsidiary of Tenneco Inc., is planning a plant closure and layoffs involving about a quarter of its staff, trade union sources said Tuesday.

The company will propose to its worker-management committee on Friday the closure of its combine harvester plant at Angers and cutting the staffs at both its other plants, the sources said. Altogether, 700 of a total of 3,100 jobs would be eliminated.

The board also is considering nearly doubling the company's capital, the sources said.

## Thorn's Semiconductor Unit To Shed at Least 500 Jobs

**LONDON — Immos International PLC**, the semiconductor-manufacturing subsidiary of Thorn EMI PLC, will reduce its payroll of 2,000 by at least 25 percent in the next three months, a Thorn spokesman said Tuesday.

The spokesman added that up to half of Immos's payroll in Britain and the United States could be ultimately affected if semiconductor markets fail to improve. Final decisions on immediate job cuts will be made within the next two weeks, he said.

The company said the reductions are part of an attempt to reduce annual costs by £20 million (about

\$27 million) and restore the business to breakeven by the end of the year. The Immos unit has been incurring operating losses of some \$2 million a month in recent months.

About 20 Immos executives have left the company since Thorn's chairman, Peter Laister, was replaced by the company's deputy chairman, Graham Wilkins, at the beginning of this month.

Mr. Wilkins said last week that Thorn is seeking to determine if it has a potential warranty claim against the British government over the problems at Immos. Thorn bought control of Immos from the government last year for £95 million.

## Kodak Entering Fiber Optic Field

**ROCHESTER, New York — Eastman Kodak Co.** said Tuesday that it was entering the fiber optics market and had formed a new division, Lamdek Fiber Optics.

It said Lamdek would initially offer a connector for single-mode optical fibers. The connector uses glass lenses to expand the light beam that is transmitted through the thin fiber, it said.

The company said the new connector would be available in the United States and Canada by the end of the year and in some international markets by late 1986.

## COMPANY NOTES

Burton Group PLC's bid for Debenhams PLC and Collier Holdings PLC will not be referred to the British Monopolies Commission, the Trade and Industry Department said.

General Motors South African Ltd. said it would suspend production from July 15 to 19 because of poor demand for vehicles. Some 2,400 hourly paid workers will be laid off, it said.

Hoesch AG said it had agreed to sell its 49.6-percent stake in PFB Weserhütte AG, an engineering company, to Otto Wolff AG for 60 million Deutsche marks (about \$20 million). The sale will give Otto Wolff almost 100 percent of the concern.

Hongkong & Kowloon Wharf & Godown Co. is expected to report higher profits Wednesday for the

year ended March 31, securities analysts said. The company earned an estimated 429 million Hong Kong dollars (\$55.7 million) for the 12 months ended March 31, 1984.

Matra-Harris Semiconductors SA said it signed a cooperation accord with Italy's SGS Microelettronica SpA on research and development of advanced microelectronics. The two companies are to study the feasibility of setting up a fully automatic unit to assemble integrated circuits, Matra said.

MEPC PLC said it has agreed to acquire Olympia & York Development's U.K. unit, the holding company of English Property Corp. MEPC said the acquisition was valued at £112.5 million (\$152 million) in cash and shares.

Mitsubishi Singapore Heavy Industries said it will close its ship-

repair yard in Singapore because of fewer job orders and heavy price undercutting. The company, which is partly owned by the Singapore government, has posted losses of 25.9 million Singapore dollars (\$11.3 million) since 1983.

Nissan Motors said it was considering introducing larger models in the U.S. market. A company official said Nissan had more than one new model under consideration, but gave no details.

Sun Hung Kai Co. said it and a group of China-backed ventures have set up a joint-venture trading concern in China. The joint venture plans to develop hotels on the mainland, company officials said.

Taylor Woodrow PLC said that 92.4 percent, or 10.92 million shares, of its June 13 rights issue have been purchased by investors.

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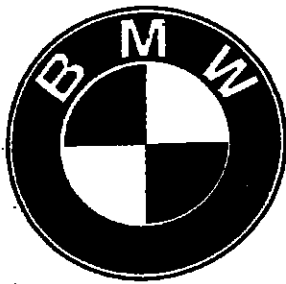
Simply circle the appropriate number on the coupon at the bottom of this page before August 30 and the report(s) will be mailed to you by the companies involved.

## BMW AG

Business at BMW developed favorably again in 1984 as a whole. The essential economic figures of the previous year were exceeded. Production, domestic registrations and exports reached new record levels. Development again contributed clearly to the general market data. All the BMW series of automobiles contributed to this, demand for 3 series even surpassed that of the previous year. The motorcycle business has clearly reviewed since the introduction of the new K series, it was excellent overall.

The expansion of business and the continuation of projects with good prospects for the future entailed a further increase in the number of employees to some 52,000 worldwide. Sales of BMW AG rose by 12.6% to DM12.9 billion, sales of the BMW group reached DM16.5 billion, 17.5% up on the previous year.

BMW offers a broad range of automobiles and motorcycles of top quality, sporty character and high performance. Thus, the company can be expected to permanently expand its market position.



Annual Report

## SKANSKA

Skanska is one of Europe's leading civil engineering and building contractors, and a full-service corporation offering a complete range of resources for projects of all types and sizes. Within the Skanska Group there are a number of divisions and subsidiaries specializing in every phase of construction: design, engineering, component fabrication, erection, management, administration and finance. Outside Sweden Skanska specializes in large, technically complex and advanced projects, often on a design-construct or turnkey basis.

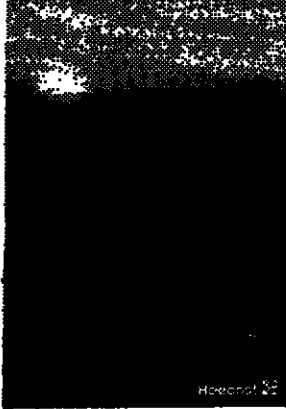
Consolidated invoiced sales for the Skanska Group in 1984 amounted to SEK 14,765 million (about U.S. \$1,640 million). The number of employees is about 29,500.

SKANSKA

## Hoechst AG

Hoechst is one of the leading chemical companies in the world and operates in all important fields of the chemical industry. Hoechst was particularly successful 1984. Profit before tax of the Hoechst Group increased by DM 897 million to DM 2,852 million. Sales reached DM 41,457 million, 11.5 percent more than in the previous year; 75 percent of Group sales were achieved abroad. Considerable expansion of sales took place in the agriculture, plastics film, fibres, organic chemicals and technical information systems divisions. Accounting for 16 percent of sales, pharmaceuticals continues to be the largest division.

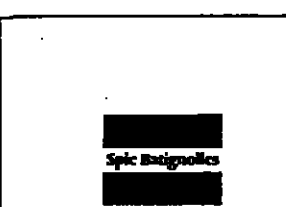
For Hoechst, broadly based research is the most important investment for the future. In 1984 DM 1,818 million was spent on research and development, which is 12 percent more than in the previous year. Some 13,500 people in 14 countries work in the research laboratories. Hoechst has around 178,000 employees worldwide.



## Spie Batignolles

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## AEGON Insurance Group

Formed in 1983 by the merger of AGO and Ennio, AEGON is the second largest insurance company in The Netherlands and one of the European Community's top ten. 1984 gross receipts amounted to D.F.L. 10.1 billion, 54% from international operations. A major proportion came from our American subsidiaries: National Oil Line Insurance Company, and Life Investors, as well as our 25% interest in Crown, Canada. AEGON is a major force in Life Assurance, Accident and Health, and is active in General Insurance. AEGON Insurance Group. International growth from Dutch roots.

Industriekreditbank AG  
Deutsche Industriebank

Annual Report  
Financial Year 1984/85

## IKB

Industriekreditbank AG — Deutsche Industriebank (IKB) makes medium and long-term loans to businesses at fixed rates. Funds are provided for investments in plant and equipment, takeovers, conversion of short to long-term borrowing, and capital goods exports. Its refinancing is done entirely by issuing its own bonds and by other long-term borrowing.

Within the bank's DM 14 billion balance sheet total loan periods have been progressively lengthening. IKB, directly or through subsidiaries, also operates in the Euro market, hire-purchase credit, leasing and business consultancy. (Its 1984/85 Annual Report will be published in August.)

Annual Report

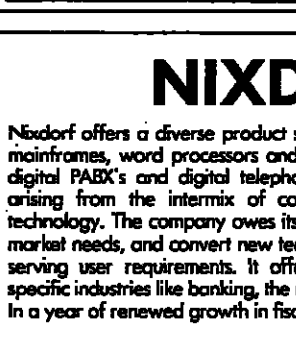
## BAYER

1984 was a successful year for Bayer. Bayer World sales rose by 15.3% to DM 43.0 billion. Income before taxes increased by 34.1% to DM 2,901 million and after-tax income by 55.7% to DM 1,174 million. Bayer AG increased its sales by 110.7% to DM 16.2 billion. Income before taxes rose by 19.1% to DM 1,365 million and after-tax income by 31.0% to DM 660 million. On the basis of these strong results in 1984, we are pleased to recommend to you the payment of a dividend of DM 9.00. The total dividend would then amount to DM 460 million, the highest Bayer has ever paid for any fiscal year.

In accordance with our long-term policy, we again wish to strengthen our shareholders' equity. We have therefore increased Bayer AG's free reserves by DM 200 million. DM 879 million has been allocated to Bayer World's retained earnings.

Both external and internal factors contributed to the positive trend in 1984. More favorable economic conditions in many countries led to a strong demand for chemical products. Based on its broad, diversified product spectrum and its worldwide presence, our Company participated fully in the upturn. Our international competitiveness was strengthened by the high exchange value of the U.S. dollar and the yen and by the low rate of inflation in the Federal Republic of Germany. Good capacity utilization at our production facilities resulted in substantially lower unit costs. We continued the expansion strategy initiated in the previous year.

Bayer berichtet über das Geschäftsjahr 1984



## NIXDORF

Nixdorf offers a diverse product spectrum, ranging from micros to mainframes, word processors and future-oriented systems, such as digital PABX's and digital telephones, addressed to new markets arising from the intermix of computer and telecommunications technology. The company owes its strength to its ability to focus on market needs, and convert new technology into innovative products serving user requirements. It offers system solutions tailored for specific industries like banking, the retail area, hotels and restaurants. In a year of renewed growth in fiscal 1984, net income was up by 29 percent to DM 121 million.

Total revenue rose 21 percent to DM 2,227 million. 49 percent came from the German market and 51 percent from international activities. 55 percent of revenue was generated by sales of computer systems, and 45 percent by income from rentals and services. Higher employment levels in 1984 raised the Nixdorf workforce worldwide by 2,672 to 20,193.

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## SPORTS

## Nehemiah Eyes Return To Hurdles

By Mal Florence

Los Angeles Times Service

LOS ANGELES — When the world's best high hurdler became a wide receiver for the San Francisco 49ers, Renaldo Nehemiah was a novelty. But novelties wear thin. Nehemiah didn't play much last year, and reporters stepped around him in National Football League dressing rooms.

In a different uniform — a track athlete's — Nehemiah wouldn't have been ignored. So, it appeared, he had given up acclaim and recognition in one sport for journeyman status in another.

But soon Nehemiah and other track stars playing pro football will probably have the best of two worlds.

A three-member panel of the International Amateur Athletic Federation, the governing body for track and field, has voted to return amateur status to pro football players who competed in track.

The IAAF can declare eligible an athlete who competes professionally in one sport, provided the practice of that sport is of no direct help to any track and field athlete. The panel concluded that football does not, and its findings are expected to be rubber-stamped by the IAAF Council when it convenes Friday in Athens.

Besides Nehemiah, those affected by the decision include wide receivers Willie Gault of Chicago, Phillip Epps and James Lofton of Green Bay, Mark Duper of Miami, Ron Brown of the Los Angeles Rams and Don Williams of the Los Angeles Raiders, along with running back Herschel Walker of the New Jersey Generals, nose guard Michael Carter of the 49ers and defensive back Darrell Green of Washington.

Nehemiah is the world record-holder in the 110-meter high hurdle at 12.93 seconds. He left track in 1982 because he "was at the stage where I was my only competition."

He now has a different perspective on track, the change probably influenced by the uncertainty of his football career. "I can't wait to get back," Nehemiah said. "When I sit



Hurdler Renaldo Nehemiah: 'I can't wait to get back.'

back and look at it now, I think my impact or value to a particular sport is far more greatly needed in track and field."

Nehemiah is in the final year of a four-year contract with the 49ers. He said he will pursue both football and track for one year and then will concentrate on one sport. "Common sense makes you realize that the two seasons overlap," he said. "There is no way I could be equally proficient at both. The body can take only one season. I know that at the end of January I don't want to take another step for two or three months. So it will be football only, or track and field only."

Nehemiah was in the vanguard of pro football players who fought to regain amateur track status.

"The issue of amateurism vs. professionalism has never thoroughly been addressed, and there was probably no one who had my qualifications capable of taking that issue on," Nehemiah said. "We figured that the IAAF would definitely have to take a look at me because it would be a precedent. Even if it took me to age 35, it could be said that I was the pioneer of it all and [reinstatement] happened because of me."

But he and his attorney ran into one roadblock after another after Nehemiah had joined the 49ers in

1982, presumably forfeiting his amateur status. The word amateur is in question. Liberalized rules now allow track athletes to accept appearance money and make commercial endorsements as long as their earnings are channeled into a trust fund, from which the athletes can draw training and living expenses.

Coches Bill Walsh of the 49ers noted that Nehemiah probably took a pay cut when he signed with the 49ers. He wasn't being facetious. Considering today's six-figure incomes for track and field superstars, that cut gets bigger and bigger for Nehemiah, who earns approximately \$200,000 a year with the 49ers. Rumors World magazine reported that Carl Lewis earned \$783,000 in 1984. Other reported incomes were \$617,000 for Edwin Moses and \$420,000 for Joan Benoit.

It is believed that if Nehemiah is anywhere near his pre-NFL form, he could earn \$400,000 to \$500,000 a year as a hurdler.

When he left track for the NFL after the 1982 indoor season, he clearly dominated that event. He was the best in the world from 1978 through 1981. No other human has run the 110-meter hurdles in less than 13 seconds, and there is no one now competing who has run

faster than 13.11 since Nehemiah stopped.

He has five of the six fastest times in the high hurdles, and now it is just a question of whether the hard knocks of football have blunted some of his ability. "If anything, it hinders a track athlete," Nehemiah said. He said that he hasn't done any hurdling since he became a full-time wide receiver.

But hurdling "changed so drastically within the year after I left that I would have a totally different outlook," he said. "I was trying to be the best in every way possible. I don't think I have to prove that now. If I monitor my schedule and set up a certain amount of meets and stick by it, I'll appreciate the sport and what it has to offer."

"Fortunately, my competition hasn't improved that much," Nehemiah had had minimal football experience when he joined the 49ers, who brought him along slowly, using him as a spot player.

His 3-year totals are 43 receptions for 754 yards and four touchdowns. "At times I was disillusioned," he said. "Considering what I could do as an athlete and how I perceived the 49ers' interest in me, I thought I would have blossomed a lot sooner. If I had to do it all over again, I would... I was playing behind great receivers. I don't think it's reflective of my ability."

If the council approves the panel's recommendation, as expected, the International Olympic Committee may follow suit. Juan Samaran, the IOC president, "has been quoted that he wants professionals in the sport and thinks it's ironic that track and field is an amateur sport, anyway," Nehemiah said. "William Simon, who is president of our Olympic Committee, has always backed me. So we think our case is pretty strong to clear the way for the 1988 Olympics."

## Cards' Andujar Battles to Victory No. 15

Compiled by Our Staff From Dispatches

ST. LOUIS — Someday, Joaquin Andujar may be the equal of Larry Cheney and Milt Gaston. In the meantime, he'll have to settle for being the top winner in the major leagues.

"I wanted the shoutout," Andujar said Monday night, after leading the St. Louis Cardinals past San Francisco, 6-1. "You know I wanted it." Andujar had given up 12 hits

## BASEBALL ROUNDUP

but still had his shutout intact before issuing pinch-hitter Rob Deer a two-out, bases-loaded walk in the eighth inning. He struck out Ron Roenicke to end the threat, and then pitched a hitless ninth.

Larry Cheney and Milt Gaston? With the 1913 Chicago Cubs, Cheney set the major league record for the most hits ever given up while pitching a shutout — 14; the mark was tied by Gaston, with Washington, in 1928.

On target to become baseball's first 30-game winner in nearly two decades, Andujar (15-3) hopes his current pattern doesn't hold. "I had lousy stuff. I was just lucky," he said after pitching his ninth complete game in 19 starts this year.

Andujar has pitched 144 innings so far in 1985. "He should be able to throw 250," said Whitney Herzig, the Cardinals manager. "He's going to throw again Friday, just before the All-Star break."

"We had him on the ropes, but

we couldn't put him away," said San Francisco Manager Jim Davenport. "He just kept battling. Andujar helped himself with a run-scoring single in the sixth, one of 14 hits for St. Louis."

Cubs 7-4, Padres 3-8: In Chicago, Kevin McReynolds broke out of a 9-for-52 slump with three hits and four runs batted in to lead San Diego; the game followed the completion of a suspended contest, which the Cubs won. McReynolds hit a two-run home run in the second, tripled and scored in the sixth and added a two-run double in the seventh. The earlier game had been halted because of darkness after six innings on May 5 with Chicago leading 4-3. Leon Durham iced the decision with a two-run homer in the eighth.

Mets 7, Reds 5: In Cincinnati, Keith Hernandez went 4-for-5, including a two-run home run and an RBI single, to spark a four-homer attack that powered New York to its seventh straight victory. The Mets' Pete Rose went 1-for-5 and needs 36 hits to break Ty Cobb's all-time record of 4,191.

Braves 7, Expos 1: In Atlanta, Dale Murphy hit a two-run first-inning homer to start the Braves toward their first victory in six games. Shut out in its previous 27 innings against Montreal, Atlanta tallied four times in the first.

Dodgers 4, Pirates 3: In Pittsburgh, Dave Anderson singled home two runs in the fourth and Fernando Valenzuela recorded his

ninth complete game of the year in leading Los Angeles past the Pirates.

Phillies 7, Astros 4: In Houston, Glenn Wilson had three run-scoring singles and Von Hayes, Ozzie Virgil and Rick Schu had three hits apiece in leading Philadelphia's winning attack.

White Sox 9, Tigers 4: In the American League, in Detroit, Carlton Fisk homered twice, including his fourth career grand slam, to highlight Chicago's pasting of the Tigers. Fisk tied Dave Kingman and Dale Murphy for the major league home run lead with 21.

Indians 4, Rangers 0: In Cleveland, Neal Heaton snapped a personal six-game losing streak by pitching his first shutout in more than a year and Carmen Castillo hit a bases-empty home run to pace the Indians.

Royals 5, Yankees 2: In New York, George Brett went 3-for-4 with two RBIs and Lonnie Smith homered and scored three times as Kansas City ended a four-game Yankee winning streak.

Angels 3, Brewers 2: In Anaheim, California, Doug DeCinces' single with one out in the 11th scored Brian Downing from second base to give California its triumph.

Twins 7, Orioles 4: In Baltimore, Mark Salas singled home Gary Gaetti to trigger a three-run 10th as Minnesota ended a four-game losing streak.

Blue Jays 4, Mariners 0: In Seattle, Dave Stieb and Jim Acker com-

Joaquin Andujar  
"...I had lousy stuff. I was lucky."

bined on a seven-hitter, leading Toronto to victory. In his seven innings of work, Stieb struck out five, walked one and allowed five hits in lowering his league-leading earned-run average to 1.84. In his past 11 starts (in which he has won six of eight decisions), Stieb has compiled a 1.04 ERA.

Red Sox 2, A's 1: In Oakland, California, Dwight Evans drove in the tie-breaking run in the fifth, and the seven-time Gold Glove winner threw out the potential tying run in the ninth as Boston got past the A's.

(AP, UPI)

## Hot Tip Brings Waiter a Fat Tip

International Herald Tribune

LONDON — The latest Anglo-Italian soccer trading ranks as the sport's most audacious bit of private enterprise since, well, since a Dutch schoolmaster persuaded a top Netherlands club that he had seen the next Johan Cruyff in Singapore.

I don't wish to be unkind to Fandi Ahmad. Many of us will long remember the jeweled goal he struck from 25 meters (82 feet) — beyond the range and imagination of ordinary players — during his started spell with FC Gillingham. Still, I suspect that Jap Reinders, the scholarly scout who discovered

## ROB HUGHES

this first Kampong boy to attempt a sporting life in Europe, is back in another guise.

The new Reinders answers to the name of Gianni Paladini, a small-time restaurateur who took out on waiting tables to set up the \$350,000 move of Gordon Cowans and Paul Rideout from Aston Villa in the English midlands to Bari on Italy's southern Adriatic coast.

No matter what you've heard about Italian waiters setting the table one day and singing at La Scala the next (or Italian waiter Mittys, ditto one day and scoring in the World Cup the next), this one I swear — I think — is true.

One's imagination hits overdrive. The first call from Signor Paladini, possibly from the phone booth in Boogies Brasserie, Birmingham, could have gone something like this:

"Is Bari Associazione Sportiva? Listen, I am big fan of Bari. Give me, I presidente, I have business to discuss... Signor Presidente? Congratulations, now Bari is winning the promotion to First Division you are going to need two foreign stars, like Juventus, Milano and the others. I have two players, very young, almost internationals in England. You see how the British succeed in the cup for Milan and Sampdoria? I have better for you, and half the price."

"Yes, yes, this boy Paul Rideout, only 20 but big, stronger, better than Hatzel, And remember Cowans? Napoli wanted him when he was the most creative player on the English side, but he didn't go. And now, for you, is a better price... What? Oh sure, sure we have to be discreet. I know the feelings in Italy after Brussels. No one but you and I will know they are in Bari..."

However much that "call" differs from reality, Paladini was on hand to introduce Cowans and Rideout the night Bari clinched promotion. They apparently watched the victory over Pescara disguised as vacationers.

The Italian press was slow to believe it. So was Graham Turner, Aston Villa's team manager.

Turner, genuinely on holiday regarding his batteries in Greece, tied his players had been given mission to go to Bari. Since owner is the boss to the Villa playing staff, that seemed to be that.

Not quite. There is, at Villa Park,



always a higher authority. Chairman Douglas Ellis, wrestling with club debts exceeding a million pounds (\$1.34 million), had not only agreed to the journey but accepted Bari's money with alacrity.

All of which leaves Turner burning under the Mediterranean sun, precisely where he and his family were this time last year when Ellis appointed him. Villa had abruptly sacked the previous manager, and Turner, reading that the chairman wanted a yes man to coach his team, was surprised when his stipulation of a five-year term guaranteeing full team control was written into the contract.

It hadn't been so hard for Ellis to do. In November 1982, when Ellis regained control after three years of acrimonious boardroom wrangling, the real boss at Villa was at pains to stress: "I shall be working seven days a week to reduce the debts of £1.6 million. The manager will be in complete control of the team and will have the say on which players come and go. I will take over only when we start talking finances." Except, perhaps, when the manager is on vacation and an Italian makes offers too good to refuse.

Time will tell who gets the better of the bargain struck on the initiative of a soccer fan who knew the right time and the right place to put his finger in the pie.

Down in Italy, other prominent British exiles were being canvassed about Cowans and Rideout.

"Cowans will be a real coup if he is back to the form of two years ago," commented Milan's Ray Wilkins, who briefly shared England's midfield with Bari's new orchestra. "Rideout was wanted by Liverpool at 18," pointed out Graeme Souness, the Sampdoria and former Liverpool captain. "And that speaks for itself."

Both observations bear dated grains of truth. Cowans, an elusive and imaginative creator, was on the threshold of international recognition in 1983. Then his world collapsed. Naples had almost sealed a deal that would have enriched him by £250,000, but pulled out after dismissing the general manager — the same administrator, Franco Janich, who now runs Bari.

Weeks later, when Cowans was on tour with Villa, his right leg was fractured in two places by a Mexican's wicked foot. It was 12 months before he resumed play, and even into the second year his old sparkle was so unreliable that his place with Villa was in doubt.

So was Rideout's. True, the lad had always stood out. As a strap-

ping six-footer he had notched a dream Wembley hat-trick — right foot, left foot, header — for England's schoolboys against Scotland. At 16, he scored regular Fourth Division goals for Swindon and dominated England youth's aerial power. At 18, as Souness said, he actually rejected Liverpool. Too impatient to go through the champion's renowned apprenticeship, Rideout opted for a £200,000 transfer to Villa.

There, behind England's old war-horse center forward, Peter Withe, progress slowed. Goals came intermittently, so did clashes with opponents and authority and, in time, lectures from senior First Division pros about his "too-much-too-soon" attitude.

But at the end of last season, Withe was pensioned off to Second Division Sheffield United, Turner went cruising in the Med and Rideout expected to assume the mantle.

It is not to be. But don't panic, chaps. Chairman Ellis, once a high-flying travel agent, has been sighted in Portugal, where Andy Gray, in latter days Villa's rampaging center forward, is relaxing. Eager, for whom Gray proved an inspired rough diamond, has a new £900,000 goal-scorer in Gary Lineker. So Gray is up for grabs.

Pre-planning by Villa's wily chairman? Maybe, maybe not. Ambitious Portsmouth and well-heeled PSV Eindhoven are on Gray's trail. Should Villa miss out, I hear there is an Italian waiter, a fan of the Claret and Blues as well as of Bari, who may know of a decent striker...

But it's not Gianni Paladini. He has a new role. His tip from Bari was £50,000, and next year he will serve as agent and interpreter for Cowans and Rideout. The waiter has joined the jet set.

## SCOREBOARD

## Tennis

## Pro Tour Leaders

**Men**  
1. John McEnroe, 2. Ivan Lendl, 3. Jimmy Connors, 4. Mats Wilander, 5. Boris Becker, 6. Tim Mayotte, 7. Andrei Panatta, 8. Boris Becker, 9. Boris Becker, 10. Boris Becker, 11. Boris Becker, 12. Boris Becker, 13. Boris Becker, 14. Boris Becker, 15. Boris Becker, 16. Boris Becker, 17. Boris Becker, 18. Boris Becker, 19. Boris Becker, 20. Boris Becker.

**Women**  
1. Martina Navratilova, 2. Chris Evert, 3. Hana Mandlikova, 4. Helena Sukova, 5. Pam Shriver, 6. Gabriela Sabatini, 7. Zina Garrison, 8. Zina Garrison, 9. Zina Garrison, 10. Zina Garrison, 11. Zina Garrison, 12. Zina Garrison, 13. Zina Garrison, 14. Zina Garrison, 15. Zina Garrison, 16. Zina Garrison, 17. Zina Garrison, 18. Zina Garrison, 19. Zina Garrison, 20. Zina Garrison.

## Cycling

## Tour de France

**Men**  
1. Bernard Hinault, 2. Bernard Hinault, 3. Bernard Hinault, 4. Bernard Hinault, 5. Bernard Hinault, 6. Bernard Hinault, 7. Bernard Hinault, 8. Bernard Hinault, 9. Bernard Hinault, 10. Bernard Hinault, 11. Bernard Hinault, 12. Bernard Hinault, 13. Bernard Hinault, 14. Bernard Hinault, 15. Bernard Hinault, 16. Bernard Hinault, 17. Bernard Hinault, 18. Bernard Hinault, 19. Bernard Hinault, 20. Bernard Hinault.

## Baseball

## Monday's Major League Line Scores

**American League**  
Tampa Bay 10, Detroit 1  
New York Yankees 10, Boston 1  
Los Angeles 10, Oakland 1  
Seattle 10, San Francisco 1  
Chicago 10, Milwaukee 1  
Cleveland 10, Kansas City 1  
Minnesota 10, St. Louis 1  
Houston 10, Texas 1  
Pittsburgh 10, Philadelphia 1  
Washington 10, Baltimore 1

## Baseball

## Major League Standings

**American League**  
East Division: Yankees 10, Red Sox 1, Blue Jays 1, Toronto 1, Baltimore 1, Detroit 1, Cleveland 1, Minnesota 1, Chicago 1, Kansas City 1, Houston 1, Texas 1, St. Louis 1, Milwaukee 1, Philadelphia 1, Pittsburgh 1, Washington 1, Baltimore 1.

## Transition

## Baseball

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Tampa Bay 10, Detroit 1  
New York Yankees 10, Boston 1  
Los Angeles 10, Oakland 1  
Seattle 10, San Francisco 1  
Chicago 10, Milwaukee 1  
Cleveland 10, Kansas City 1  
Minnesota 10, St. Louis 1  
Houston 10, Texas 1  
Pittsburgh 10, Philadelphia 1  
Washington 10, Baltimore 1

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## OBSERVER

## Spying for the Big Rubles

By Russell Baker

NEW YORK — Timeless Red spy masters are toiling day and night to ferret out Americans who want to make big bucks by ferreting out the United States' most precious secrets for the Soviet Union.

What is the one secret these Red spy masters will pay top dollar to get their hands on? I made discreet inquiries in the treacherous world of high spy finance that put me in contact with a Soviet secrets broker known as "Big Buck the Buyer."

"So you want the big bucks," he said.

"The very biggest," I replied. "Tell me what you consider top of the line, secret, and if the price is right I'll ferret it out."

I was lying, of course, but lying is all right when you deal with Red spy masters.

"Why do you try to deceive Big Buck the Buyer with your childish little lies?"

He was a cunning devil, all right. But nevertheless, polite. Even charming.

"You know," he said, "a nice, decent fellow like you — I can tell right away that you're not ready yet for the big bucks. And you know how I can tell?"

Of course I didn't know.

"You don't even have an agent," he said.

Aha! He didn't know everything after all.

I laid my cards on the table.

"This is the card of my literary agent who gets 10 percent," I said.

"This one is my lecture agent who gets 33 1/3 percent. This one here is my insurance agent who gets —"

"Bah! You waste my time," he said. "I will do business only with your secret agent."

Yes, believe it or not, there really are secret agents, not to be confused with secret agents. Secret agents have numbers — X-9 and 007, for example — while secret agents are named Harry and take 50 percent of everything they find.

The 50 percent figure was shocking. I had refused to become a great painter after learning that gallery owners regularly cut themselves 50 percent of artists' earnings. I certainly was not going to start sell-

ing out the United States to keep some secret agent eating high off the hog.

"Suit yourself, tightwad," said Big Buck. "Now clear out of here. I've got a consortium of businessmen due any minute to sell me the room numbers of the secret Capitol hideaways of the United States' 20 most unscrupulous senators."

"OK, Buck," I said, playing a hunch. "I'm walking out and I'm taking the secret formula of the old Coca-Cola with me."

His greedy eyes glinted. So this was the big-ticket item Moscow most desperately wanted, was it? The secret formula for the old Coca-Cola. "My price is 10 million rubles," I said. Not that I knew what the ruble was worth, but later I could look it up.

Buck the Buyer was too canny, though, to talk money immediately. "Of course you don't have the formula on your person," he mused.

"Sure I have," I said. "I always tuck multimillion-ruble secrets in my suit so I can be tortured until I'm forced to tell which pocket I'm carrying them in. I'm also carrying a bottle of the secret fluid that Rambo uses for oiling his pectorals."

From Big Buck's stunned expression I could tell that my little Rambo joke was no joke at all to the Russians.

"The oil," said the spy master. "We have reason to suspect that some ingredient in the oil with which Rambo bathes his pectorals accounts for his curious indestructibility. It is nonsense, of course — a human rendered indestructible by a secret oil applied to his pectoral muscles, and yet —"

I knew what he wanted. Given a sample of Rambo's secret pectoral oil, Soviet science could not doubt concoct a spray that would wash the oil from Rambo's bare chest if he dropped into Russia in midwinter to destroy the Red Army, and leave him to die of exposure.

"You think I'd really betray my country by helping you to save the Red Army from Rambo?" I cried.

"Ah, come off it," said Big Buck. "It's just business, like everything else."

New York Times Service

## Morio Kita

'When One Is Defeated, He May Become Wiser,' Says Japanese Author of 'House of Nire' Saga

By Christine Chapman

TOKYO — A major novel of contemporary Japanese literature, "The House of Nire," owes its inspiration to Thomas Mann and its genius to its writer, Morio Kita. Fully translated into English last spring, 21 years after its 1964 publication, "The House of Nire" is a modern social history of Japan from 1918 to 1946, from the end of World War I to the Allied occupation of the defeated nation after World War II.

"Nire," which was praised by the writer Yukio Mishima as "one of the most important novels of the postwar period," is a comedy on the grand scale, probing Japanese society through a variety of characters whose spirits parallel the fortunes of the country.

The house of Nire is both a Tokyo family of three generations, with roots going back to a poor farmer in the Meiji era, and the mental hospital that they run. Until it is destroyed during the war, the Imperial Mental Hospital, with its bizarre assortment of patients and staff, serves as a metaphor for Japan.

Kita, laughing, denies this. "My family was crazy, not the whole country!" His theory of character revolves around history. As a medical doctor who specialized in psychiatry, he does not go so far as to say that history creates a character. But he believes that men are so strongly influenced by events that this influence shapes their nature.

"There's a similar idea in Mann's 'Buddenbrooks,'" said Kita, 58, a life-long admirer of Mann.

"The family weakens in time," he said during an interview at his home in the neighborhood where the family hospital once stood. "Vigorous people were products of the Meiji era, when Japan was developing rapidly. Today, in the Showa period, most people are ordinary. I wanted to describe the change from big to small. I made my father, Tetsukichi in the novel, a smaller personality than he was in life."

The two-volume "House of Nire," exuberantly translated by Dennis Keene, is based loosely on the family of Mokichi Saito, Kita's father, who was a psychiatrist and a well-known traditional poet. Kita was born Saito Saito, the second son, in 1927; in "Nire" he appears as Shuji, a spiritless, postwar youth.

His mother, Teruko Saito, who appears in the novel as the strong, unyielding Ryuko, was a world traveler who went to Antarctica and hoped to go to the moon. She died early this year at 90.

The first son, a doctor who rebuilt the hospital after the war, appears in the book as Shun'ichi, a survivor of Wake Island, fat

from overeating American candy after almost starving in the Pacific.

"Thomas Mann believed that art is describing the world through characterization," said Kita. "When I thought about my family, starting with my grandfather, Kichiro, the founder of Nire, there were so many strange people that I felt I was describing part of Japan."

"The characters are somewhat exaggerated," he admitted. "But Kichiro was a typical Meiji man who loved things from abroad, like his German 'Doktor Medicine' degree and a new Model T Ford. Shuji and Shun'ichi, his grandsons, represent the period immediately after the war when everybody was depressed. Each character is typical of an era."

The style of the 764-page novel also reflects the changing national mood as Japan moved from its indifference to World War I toward great hopes for the future, the pathos of the postwar period, Kota juxtaposes the Nire family history with Japanese events, such as the devastating 1923 Tokyo earthquake, the rising of Tokyo from its ashes to become a major world city, the growth of militarism, the forays into China and the subsequent war there, and the bombing of Pearl Harbor, which ends Volume I.

In Volume II the style shifts from burlesque and satire to black humor with poignant overtones of tragedy. Between the Battle of the Coral Sea to the atomic bomb and the Russian invasion of Manchuria and Sakhalin in August 1945, the Nire family members undergo the psychological and physical burdens of a defeated people.

The selfish, second-generation hospital director, Tetsukichi, at 61 collects canned food and hoards it in a trunk that used to contain books; his teen-age daughter changes from an animated to a brooding girl who loses half her face when she stumbles on an unexploded bomb.

The contrast of horror with dark humor is relentless in the second volume as Kita writes of ordinary matters in an extraordinary way.

On Aug. 15, 1945, the day the emperor is broadcast to the people, many think he will call for the final sacrifice of the Japanese in hand-to-hand combat with the enemy on home soil. What remains of the Nire family in Japan is working on the ancestral farm when the broadcast is announced. The hospital-director husband orders his wife to "dress yourself a bit smarter" for the historic broadcast. She retorts: "You know I don't have a kimono left."

Morio Kita entered medical school at Tohoku University in 1948 without much interest and passed the national qualifying

examinations in 1953, the year his father died. In 1960 he received an M.D. for study of schizophrenia. Although he worked as a physician in his brother's hospital, writing always came first. While he was in his 30s Kita gave up medicine as a career in order to write full-time.

His sensitive exploration of the minds of characters in wartime is not the work of a psychiatrist, he insists, but of a writer: "I had no intention of doing it from a scientific viewpoint, but it is possible that my study of psychiatry was useful in exaggerating characters."

Since the English translation appeared, Volume I last year and Volume II last spring, the creative imagination that invented a lively gallery of comic characters has earned Kita critical comparisons with Charles Dickens and Mark Twain — which pleases him.

"The world thinks of the Japanese as people who don't understand humor," Kita said, smiling.

"I long to be like Thomas Mann, but my humor may be more like Dickens' or Twain's. Thomas Mann, my teacher, wrote from intellect. I wrote from madness."

"I am now not a doctor, but a patient." Kita is notorious in Japan as a self-proclaimed manic-depressive. Kita has made the Japanese phrase for "I am a manic-depressive" a sort of trademark by frequent public repetition.

"In Japan," he said with a grin, "nobody believes that I'm normal. I go on television and sing badly and tell people 'I'm manic.' I was raised in a hospital and so I know patients well. I believe one shouldn't be afraid or ashamed of those people. So I told everyone I was a patient to take the prejudice off."

Although his behavior suggests that Kita is as sane as anyone, Japanese are convinced that he is abnormal. He recounts incidents from his life that sound amusing to an American but odd to Japanese. At one time he called his house and grounds "independent" from Japan so he would not have to pay taxes. He drew up obviously false currency with his picture on one side and a comic character on the other. He has written a lot about travel but seldom leaves Tokyo, though he has climbed a mountain in Pakistan and gone twice to the United States; on one trip he lost all his money in Las Vegas and the other he tried to cover an Apollo moon shot from Cape Canaveral. "A Japanese paper sent me to report on it, but so many reporters were there that I called myself a 'moon-beggar' and tried to sell a pamphlet. Before NASA ran me off, I earned 75 cents," he remembered gleefully.

Of the 60 books he has written, Kita claimed, "90 percent are useless. Japanese writers write too many books."



Morio Kita

"The House of Nire," never out of print, is in its 56th hardcover edition and 31st paperback. Total sales number more than 1.5 million copies. Kita is also admired for his series of "Dr. Manbo" books, the half-fictional adventures of a young ship's doctor during a cruise to Europe. Based on Kita's seagoing intern experiences, "Dr. Manbo's Voyage" and "Dr. Manbo's Record of Youth and Love" became best-sellers in the 1960s.

"Morio Kita was my idol in high school," said Hiroshi Ishikawa, a 31-year-old press relations official of the Foreign Press Center. "To my generation, 'Dr. Manbo' was a must. We were the generation after the student riots. We had no major causes. Maybe we were like the manbo, a lazy fish that sleeps on the waves and doesn't wake."

Kita considers the 1954 "Ghosts" his "most sensitive" book since it deals with the deaths of his father, sister and friends. His only book other than "Nire" to have been translated into English is a children's story.

He recently completed a novel about the first Japanese immigrants to Brazil. "Under the Shining Blue Sky" contrasts their slave-like conditions to the beauty of their new country. Like "The House of Nire," the new novel begins in the Meiji period and ends after the war. It will be published this autumn by Shinchosha, the Tokyo company that brought out "Nire."

Kita regards the coming end-of-the-war anniversary with equanimity. "It's worth celebrating," he said. "It's the longest peace period since Meiji."

"When one is defeated, he may become wiser."

## PEOPLE

## Tax-Exile Borg Plans To Return to Sweden

Bjorn Borg, 29, says he will leave the tax haven of Monaco this autumn and move back to his homeland and his heavy tax burden because "my heart beats for Sweden." Borg's fiancée, Janette Björklund, 18, who is from Stockholm, is expecting a child in the fall. The retired tennis pro, whose fortune has been estimated at more than \$60 million, moved to Monte Carlo in the mid 1970s. He and Björklund are vacationing on the Baltic island of Gotland.

Frank Sinatra Jr. says the "Doonesbury" comic strips about his father weren't funny, but didn't deserve censorship. The episode by the cartoonist Gary Trudeau questioned the elder Sinatra's receipt of the Medal of Freedom and made references to organized crime. "I'm very sorry Mr. Trudeau did some thing so cruel, and it wasn't funny, either," the younger Sinatra said during a stop in the Detroit area for concerts Monday and Tuesday. "At the same time, I don't believe the strip should be squelched. We don't want to start burning books in this country."

Billy Joel, who says that as a kid he considered killing himself, plans to donate profits from his new single to help suicidal teen-agers. The song, "You're Only Human (Second Wind)," is about teen suicide. Profits will go to the National Committee for Youth Suicide Prevention.

A Texas photographer who says he took nude shots of Madonna before the rock singer became a household name has won a court order temporarily restraining Penthouse magazine from publishing the photos. The photographer, Herman Kulken, and his wife, Susan, said in federal court in New York that they were negotiating with Penthouse and its chief rival, Playboy, when Penthouse sent Kulken a check for \$25,000 even though they had reached no formal agreement. Kulken said Playboy had offered to pay him \$50,000 after Penthouse's offer. When Penthouse learned of Playboy's interest, it sent a back-dated check and letter claiming it had an agreement with them, the couple said.

| ANNOUNCEMENTS  |  |  |   |  |  |   |  |  |  |  |  |   |  |  |   |  |  |
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| <b>SUBSCRIBE TO THE INTERNATIONAL HERALD TRIBUNE AND SAVE</b><br>As a subscriber to the International Herald Tribune, you can save up to \$100 on the lowest price, depending on your country of residence.<br>For details on this special introductory offer, write to:<br>181 Avenue Charles-de-Gaulle, 92089 Neuilly-sur-Seine, France.<br>Or Tel: 747-07-29  |  |  | <b>REAL ESTATE FOR SALE</b><br><b>MONACO</b><br><b>EXCEPTIONAL MONTE-CARLO</b><br>3 LEVEL VILLA WITH PRIVATE GARDEN. Facing south, 8 rooms, several bathrooms, in perfect condition, possible office use, parking space available. Exclusive sale.<br>Tel: 93 21 60 00<br>AGENCE L'ETOILE   |  |  | <b>REAL ESTATE FOR SALE</b><br><b>PARIS &amp; SUBURBS</b><br><b>HENRI MARTIN</b><br>16th, ancient, very high class flat, sunny, 7 rooms, 260 sq. m.<br>AGENCE L'ETOILE  |  |  | <b>REAL ESTATE FOR SALE</b><br><b>SWITZERLAND</b><br><b>LAKE GENEVA</b><br><b>MOUNTAIN RESORTS</b><br>Lovely apartments with magnificent views, in a quiet, sunny location. Close to ski lifts, restaurants, shops. Perfect for families or couples. Free for sale to foreigners.<br>Tel: 022 341 5400   |  |  | <b>REAL ESTATE FOR SALE</b><br><b>SWITZERLAND</b><br><b>LAKE GENEVA</b><br><b>LUGANO</b><br>In these beautiful regions, including Montreux, Vevey, Gland, Yverdon, Locarno, Ascona, many famous resorts, villas, chalets, etc. Perfect for families or couples. Free for sale to foreigners.<br>Tel: 022 341 5400 |  |  | <b>REAL ESTATE FOR SALE</b><br><b>ITALY</b><br><b>LAKE GENEVA</b><br><b>LUGANO</b><br>In these beautiful regions, including Montreux, Vevey, Gland, Yverdon, Locarno, Ascona, many famous resorts, villas, chalets, etc. Perfect for families or couples. Free for sale to foreigners.<br>Tel: 022 341 5400 |  |  |
| <b>REAL ESTATE FOR SALE</b><br><b>PARIS &amp; SUBURBS</b><br><b>16th ON SEINE</b><br>16th, 130 sq. m. apartment, reception, 2 bedrooms, 2 baths, 2 parking spaces, 7th floor, lift, 23 rue Vaucluse, Paris 7th<br>Tel: 747 07 29   |  |  | <b>REAL ESTATE FOR SALE</b><br><b>PARIS &amp; SUBURBS</b><br><b>BOURDONNAIS</b><br>7th, high class pied-à-terre, ancient, 72 sq. m., 3 rooms, 260 sq. m.<br>AGENCE L'ETOILE   |  |  | <b>REAL ESTATE FOR SALE</b><br><b>PARIS &amp; SUBURBS</b><br><b>ETOLE</b><br>17th, high class pied-à-terre, ancient, 72 sq. m., 3 rooms, 260 sq. m.<br>AGENCE L'ETOILE  |  |  | <b>REAL ESTATE FOR SALE</b><br><b>PARIS &amp; SUBURBS</b><br><b>NEAR FOLLY (FARNHAM) 310</b><br>310 sq. m., 10 rooms, 260 sq. m.<br>AGENCE L'ETOILE  |  |  | <b>REAL ESTATE FOR SALE</b><br><b>PARIS &amp; SUBURBS</b><br><b>4TH, CLOUTIER DAME LUGANO</b><br>4th, 2 rooms, 260 sq. m.<br>AGENCE L'ETOILE  |  |  |   |  |  |
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